

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn Street, Chicago, Ill., April 15, 1920

NO. 10

WE ARE **PROGRESSIVE** ENOUGH  
TO BE **AGGRESSIVE** FOR YOU

**McKENNA & DICKEY**  
Grain

60 BOARD OF TRADE

For your  
Business Sake  
Communicate

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Milwaukee, Chicago and Schneider, Ind.  
2,500,000 Bushels

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**LETTER**

Established 33 Years

CHICAGO

**Genuine Turkestan Alfalfa**

—Our Own Importation—

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Samples and Price on Application

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Wholesale Field and Grass Seeds

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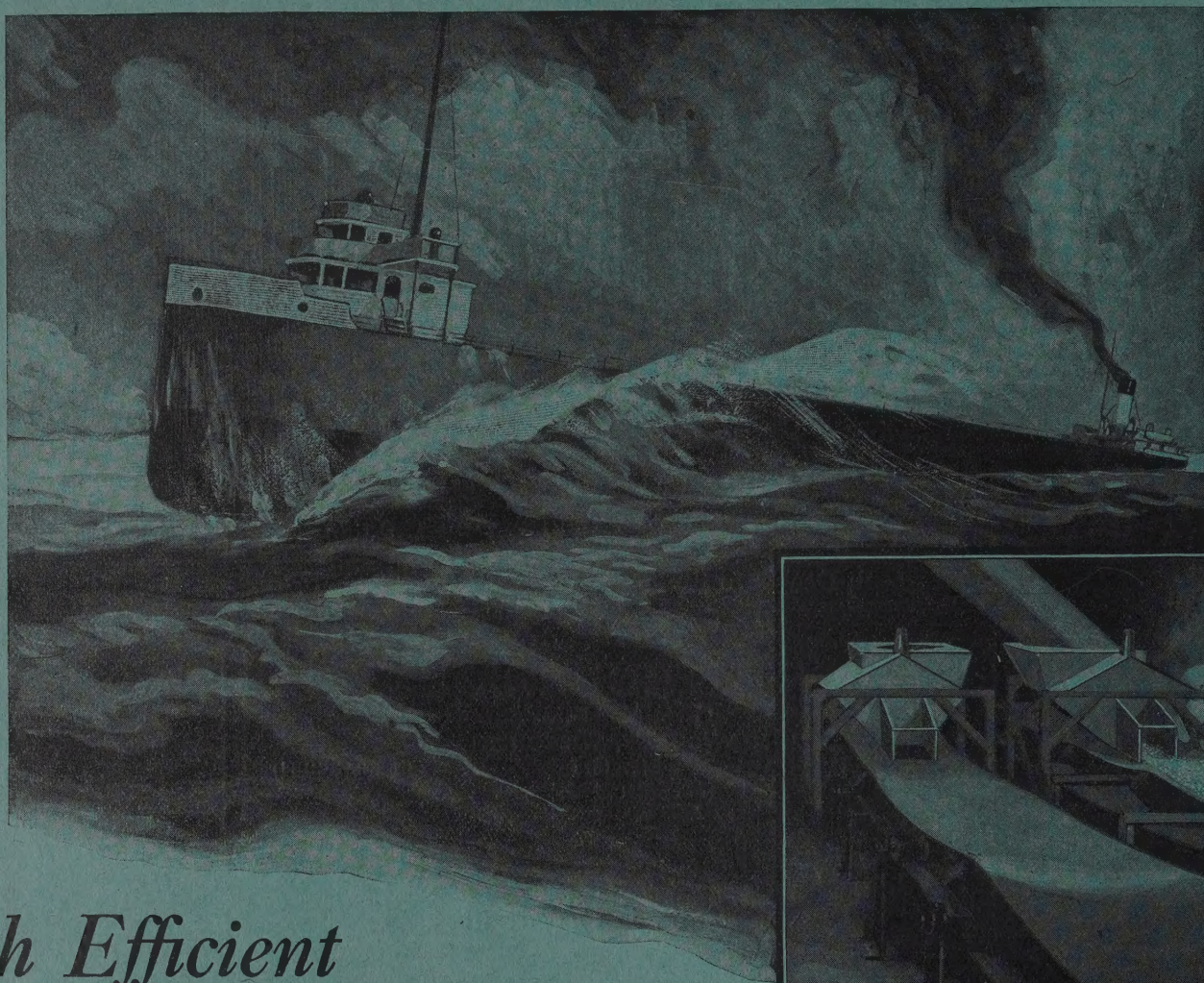
**BACHE SERVICE**

USE IT  
ON

**GRAIN AND SEEDS**

Chicago, Ill.





## *Both Efficient Grain Carriers*

THE big ship that weathers the storms and brings your grain across the lakes, is no more efficient, economical, or safe than the busy Diamond Grain Elevator Belt.

Both have been built for maximum service and a long life.

In fact it is doubtful if the grain boat serves longer than the belt—so unusual are the aging qualities of the Diamond Belt.

In laying plans for a new belt installation, consult a Diamond salesman—his advice will be helpful.

*We have yet to record a single instance in which the service of Diamond Elevator Belts have failed to satisfy the user.*

## **Diamond Grain Elevator Belts**

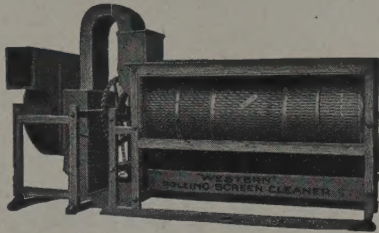


THE DIAMOND RUBBER COMPANY

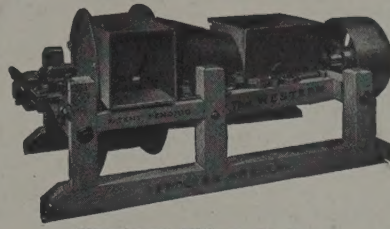
*Incorporated*

AKRON - - - OHIO

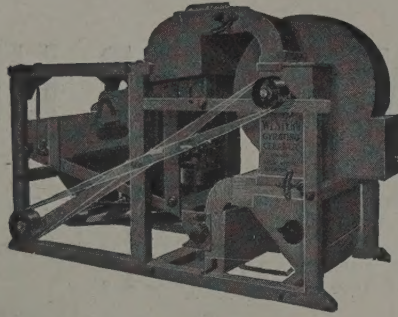




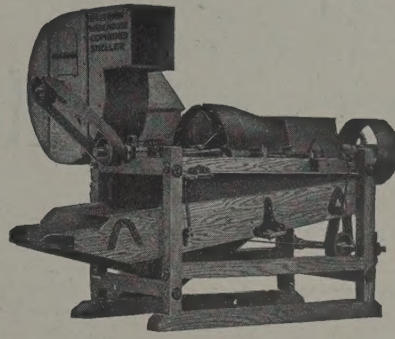
"Western" Rolling Corn Screen Cleaner



"Western" Pitless Sheller



"Western" Gyrating Cleaner



"Western" Warehouse Combined Sheller

## THINK THIS OVER

We manufacture and ship from our factory only high grade grain elevator and mill machinery.

Our product is strongly protected by our guarantee as to wearing qualities and economy in operation.

Its splendid reputation has back of it many years of service in the large and small grain elevators and mill plants throughout this and foreign countries.

## THE WESTERN LINE

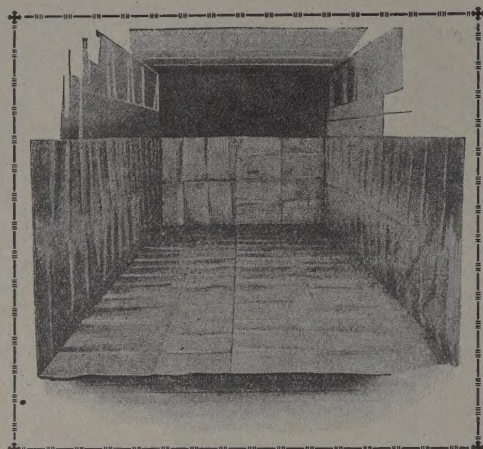
That's the "goods" for the grain elevator owner, as many working days as there are in a year, and on each of these days we are here to serve you. Let us know your needs. We maintain an efficient service department for consultation, so our practical advice is free at all times to our patrons.

*Our descriptive catalog furnished on request*

**UNION IRON WORKS**  
DECATUR, ILLINOIS

*Complete Line of Shellers and Cleaners Kept at*  
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You're Looking For  
**KENNEDY CAR LINERS**

have become nationally famous through their inherent value to the grain shipper.

From Coast to Coast, from the Gulf through Canada, in every village and city where grain starts its initial trip towards the terminal market the fame of KENNEDY LINERS has penetrated and endured.

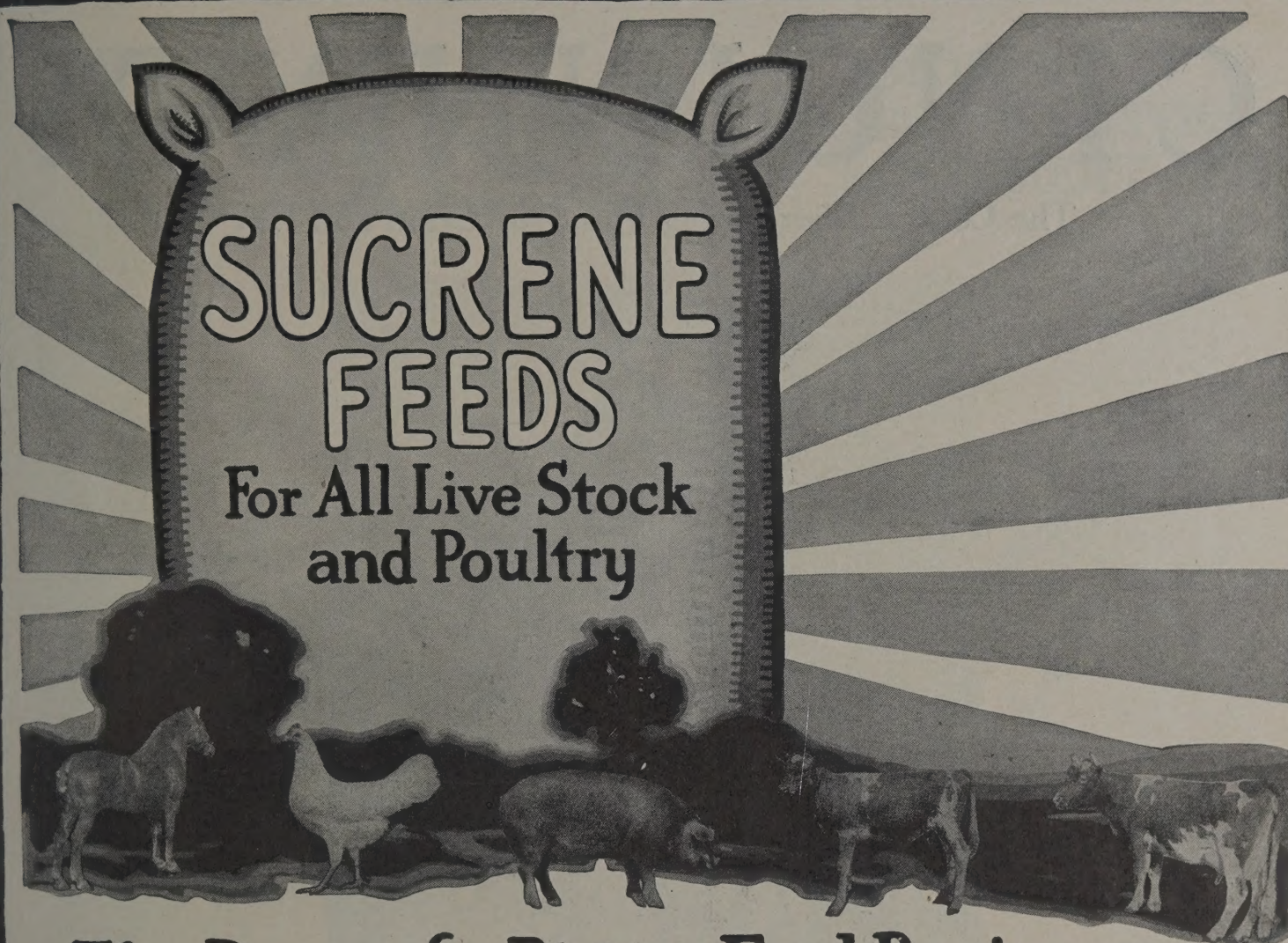
The use of the Liners has meant thousands of dollars in savings to elevator owners in all parts of the country. We invite you to become one of our patrons and protect your grain shipments, at small cost, thus stopping your losses and assuring your profits.

All bad order cars, those with defective ends and corners, and cars to which grain doors cannot be properly fitted can quickly be made available for grain shipments by fitting with Kennedy Liners.

*Write or wire for full particulars*

**Kennedy Car Liner & Bag Co., Shelbyville, Ind.**





# SUCRENE FEEDS

For All Live Stock  
and Poultry

## The Dawn of a Bigger Feed Business

Yes, we are ready for business in a bigger way than ever before. On the ruins of our main plant at Peoria, Ill., destroyed by fire some months ago, there now stands one of the greatest and finest feed mills in the world. It is turning out standard Sucrene Feeds at the rate of 30 cars per day.

### The Business Is Ready for You— Are You Ready for the Business?

Conditions in the food business are more favorable to feed dealers than in many years past. The shortage of mill products and protein feeds generally, low visible supply of grain, reasonable certainty of firm prices of live stock products—all these factors justify optimism on the part of feed dealers. They create an opening for profitable trade which Sucrene Feeds fill permanently because they satisfy.

#### The Sucrene Line Includes:

Sucrene Dairy Feed  
Sucrene Calf Meal  
Sucrene Hog Meal  
Sucrene Horse Feed with  
Alfalfa  
Sucrene Poultry Mash with  
Buttermilk  
Sucrene Scratch Feeds  
Amco Fat Maker for Steers

Sucrene Feeds are firmly established in popular favor; they are strongly backed; the supply is steady; always uniform in quality; prices to dealers are right.

*Let us place your order on our books at once for a supply that will enable you to take care of the trade in your locality*

## AMERICAN MILLING COMPANY

Main Office and Mills: Peoria, Illinois

Branch Offices: Philadelphia, Pa., 205 The Bourse.  
Boston, Mass., 85 Broad St., Boston 9.  
Cleveland, Ohio, 419 Sloan Bldg.



# CINCINNATI

The Central Distributing Point for Grain and Hay



Home of the Cincinnati Grain and Hay Exchange

## A Few Reasons Why Shipments of Grain and Hay to Cincinnati Pay Best

First.—It has the "square deal" plugging system for hay.

Second.—It has reconsignment and transit privileges as well as other favorable points necessary to the most successful handling of grain or hay shipments.

Third.—As the terminal points for 200,000 miles of railways it is a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage.

Fourth.—The market embraces in its membership young, energetic, and capable grain merchants, who are at all times working indefatigably for the interest of their patrons.

*Ship your grain and hay to any of the following representative and responsible grain merchants, all members of the*

## Cincinnati Grain & Hay Exchange

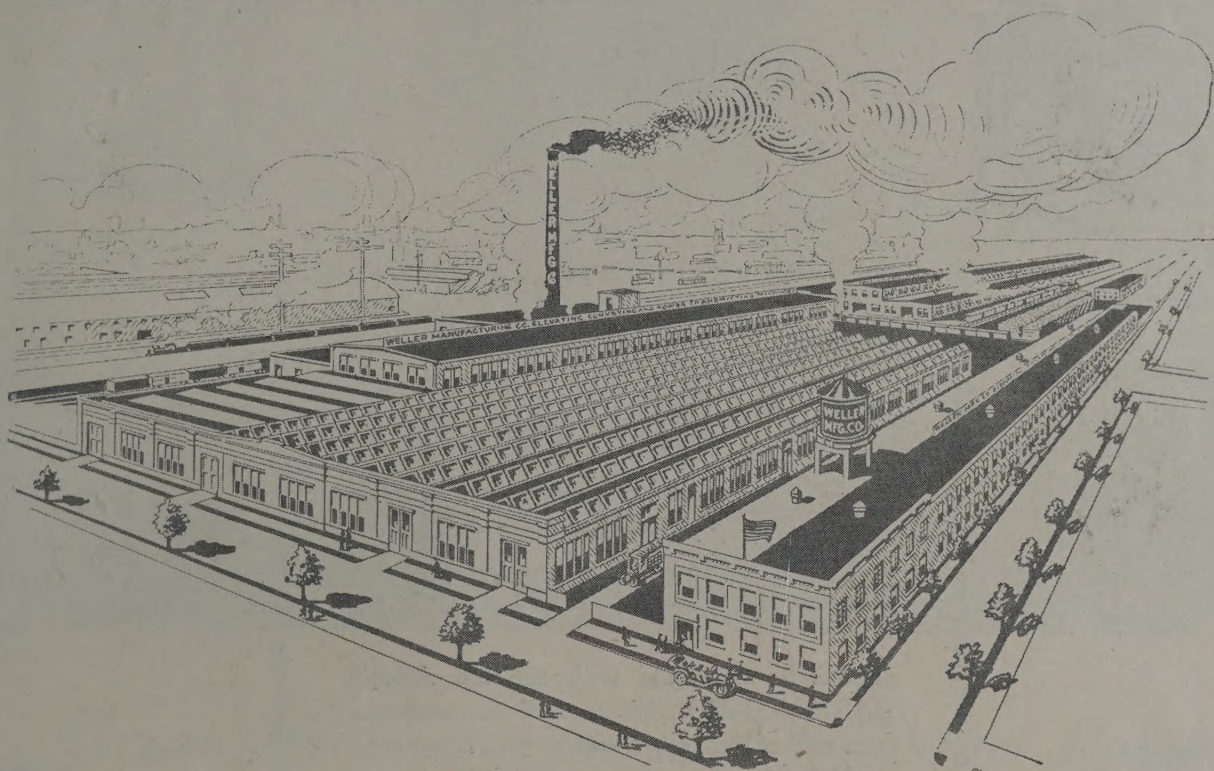
A. BENDER, Flour, Grain and Feeds  
BROUSE-SKIDMORE GRAIN CO., Grain, Hay, Feed  
W. L. BROWN & CO., Grain and Hay  
COSTELLO GRAIN & HAY CO., THE JOSEPH F.,  
Hay and Grain  
DE MOLLET GRAIN CO., Grain and Hay  
DORSEL GRAIN CO., Grain and Hay

EARLY & DANIEL CO., Hay, Grain, Feed  
FITZGERALD BROS. CO., Grain and Hay  
GALE GRAIN CO., THE A. C., Grain and Hay  
DAN B. GRANGER & CO., Hay and Grain  
MUTUAL COMMISSION COMPANY, Strictly Commission  
THE NUTRITIA COMPANY, Feeds



# Weller

## MODERN GRAIN ELEVATOR EQUIPMENT



The Plant Behind the Product

### Every Elevator Should Be Equipped

with

Weller Continuous Grain Dryers and Coolers

and

Gray Automatic Shut Offs for Elevators

Encourage the Farmer to come to your elevator and help your community by installing a Weller Continuous Grain Dryer and Cooler. Take care of the crop in off seasons when the damp, rainy, muggy weather sets in before the grain has matured. Many a farmer has been ruined and the elevator has lost money by not being properly equipped to take the moisture out of the grain.

The Weller Dryers and Coolers will do the work. They are built on scientific principles and will meet the requirements of the small country elevator or the large terminal houses and mills.

Protect your plant against fire by equipping your elevators with Gray Automatic Shutoff. Injury from over feeding or spout choking to motors, burned drive belts, ripped off buckets, torn off elevator belts as well as many different injuries to machinery is also prevented.

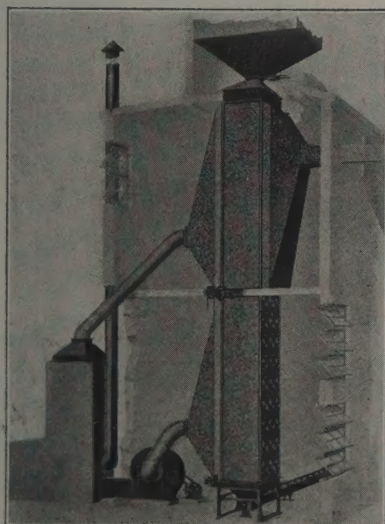
Easily installed—Inexpensive in first cost.

Manufacturers of

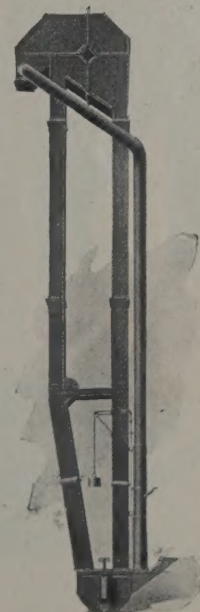
Elevating, Conveying and Power Transmitting Machinery

## WELLER MFG. CO. CHICAGO

NEW YORK BOSTON PHILADELPHIA BALTIMORE PITTSBURGH SALT LAKE CITY



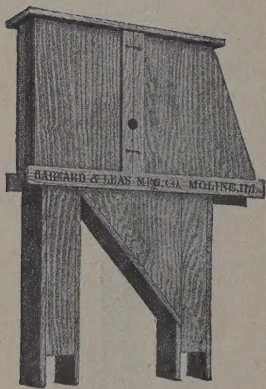
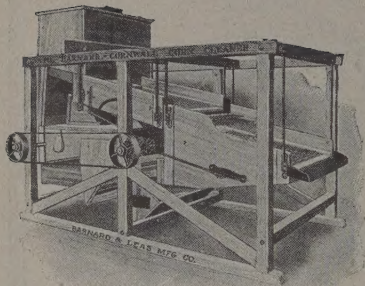
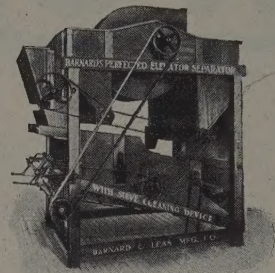
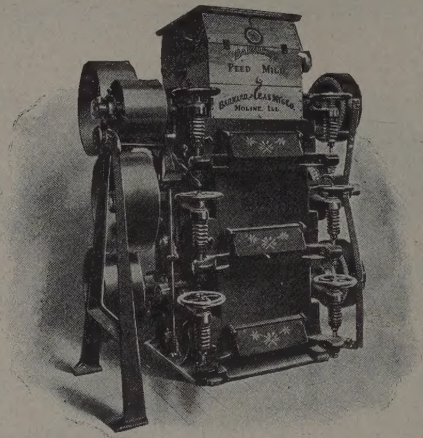
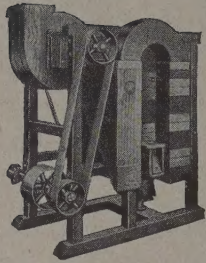
Weller Continuous Grain Dryers  
Bulletin No. F101  
"Scientific Methods of Drying Grain"  
Sent on Request



Gray Automatic  
Shutoff  
for Elevator  
Bulletin F115  
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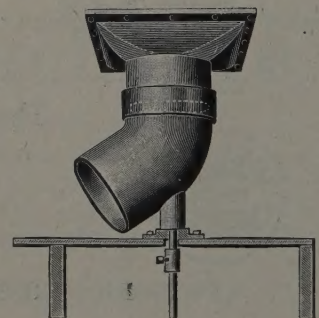
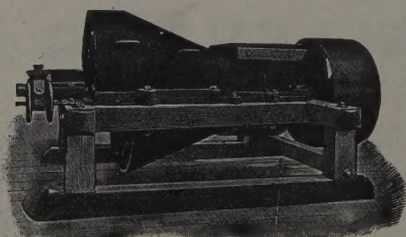
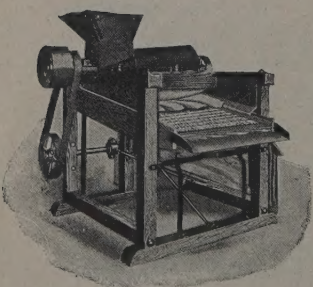
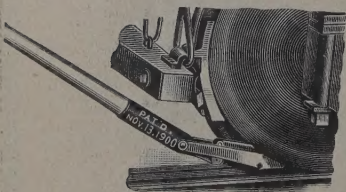
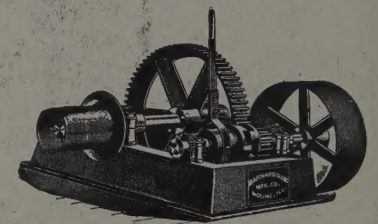
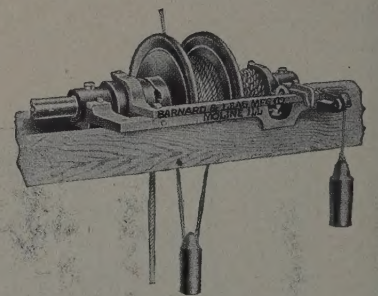
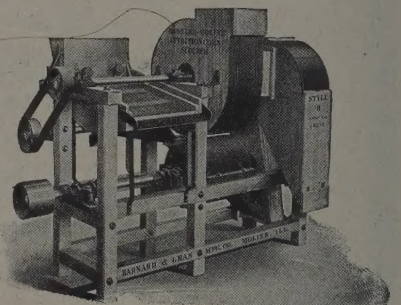
ALL  
MODERN  
GRAIN ELEVATORS  
& FEED MILLS

should be equipped with the old reliable BARNARD-MOLINE line of elevator and feed mill machinery because its sixty years' performance has proven it to be incomparable in *Economy, Durability, Dependability and Efficiency.*

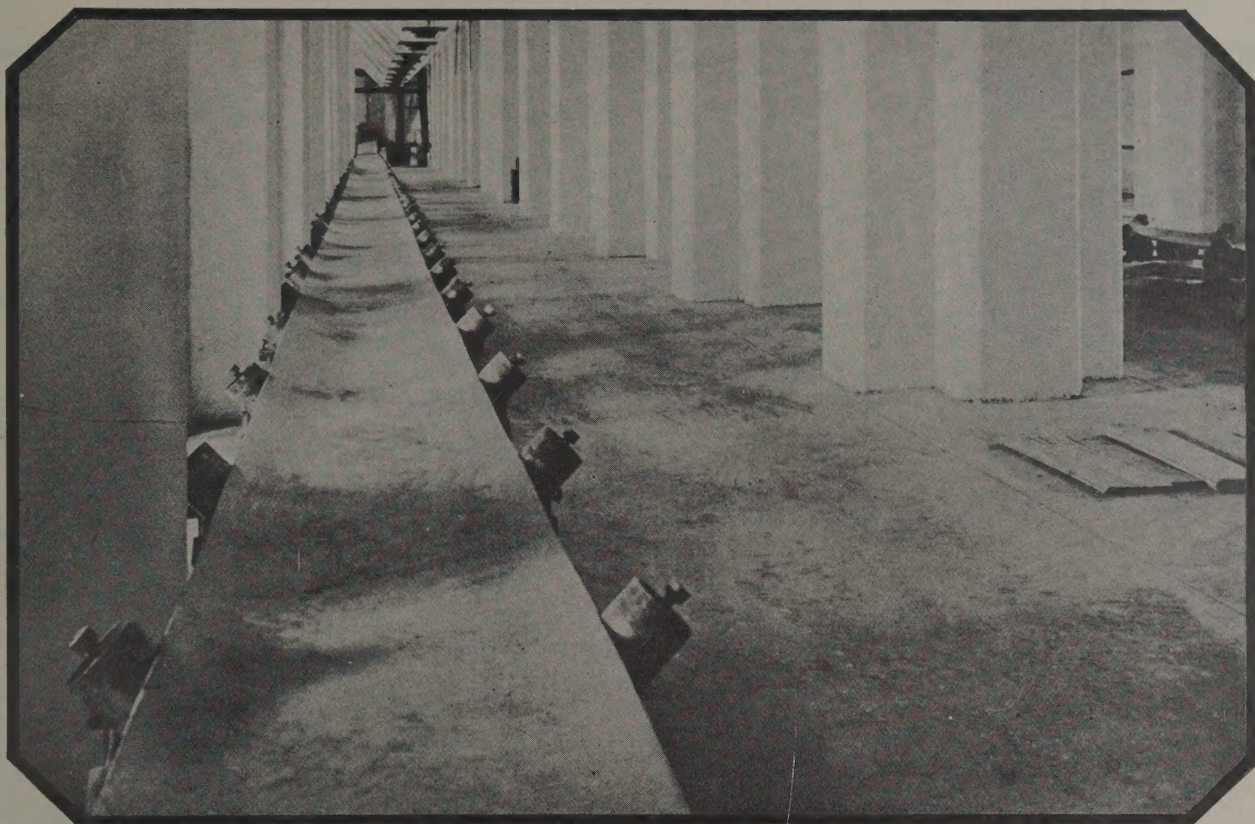
It gives you the assurance of an economical and profitable plant to operate—one that will give you long years of continuous service with less *Depreciation.*

Write today for Special Catalog No. 38-K for Complete Elevator & Feed Mill Equipments.

**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.







## *Grainster Conveyor and Elevator Belts*

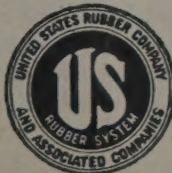
Grainster is the result of the combined experience of five factories in building grain belts—the factories that built the first belts ever made for handling grain.

Take advantage of this Company's experience and facilities by allowing our representatives to recommend the right Grainster belt for your work.

Grainster Conveyor Belts are made with rubber cover and Grainster Elevator Belts with friction surface to meet every requirement of grain elevator work.

## **United States Rubber Company**

*The World's Largest and Most Experienced  
Manufacturer of Mechanical Rubber Goods*







The dynamic character of the Indianapolis market reaches to all receiving centers, making it the logical shipping point from central territory.

It attracts grain from the vast central arable plains and has proper connections with excellent billing facilities to all points, East, West, North, South.

The location and natural advantages of Indianapolis as a grain receiving and shipping center, therefore, makes it the best market in the country.

Ship your grain and hay to any of the following firms, all members of the

## INDIANAPOLIS BOARD OF TRADE

BIG FOUR ELEVATOR CO., Merchandisers of Grain  
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
BELT ELEVATOR & FEED CO., Receivers, Shippers  
BERT A. BOYD GRAIN CO., Grain Commission  
CLEVELAND GRAIN CO., Grain Commission  
WM. R. EVANS GRAIN CO., Brokers and Commission  
P. M. GALE GRAIN CO., Grain, Feed  
GOLDBERG GRAIN COMPANY, Consignments  
HEINMILLER GRAIN CO., Receivers and Shippers  
HAYWARD-RICH GRAIN CO., Commission, Brokerage  
HILL, LEW, Strictly Commission  
HOOSIER GRAIN CO., Consignments only

KENDRICK & SLOAN CO., Hay and Grain  
H. E. KINNEY GRAIN CO., Receivers and Shippers  
LAMSON BROS. & CO., Grain, Seeds  
E. LOWITZ & CO., Grain Commission  
McCARDLE-BLACK CO., Grain Merchants  
CARL D. MENZIE GRAIN & BROKERAGE CO., Brokers  
and Grain Commission  
MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed  
SAWERS GRAIN CO., Consignments, Commission  
and Brokerage  
URMSTON GRAIN CO., Grain Commission  
FRANK A. WITT, Grain Commission and Brokerage



# READ AND PROFIT BY THIS ADVICE Mr. DEALER



Mr. J. M. Hackney, owner and developer of several World's Champion cows, three of which are shown on this page, has proven the importance of feeding a ration which will furnish cows adequate maintenance, without which no cow can produce maximum flow.

Mr. Hackney, has found out by experience that to secure maximum milk production cows must be kept at top notch physical condition—the ration must be a health builder, strength and vitality giver. That's why Mr. Hackney likes his cows to have

## SCHUMACHER FEED AND BIG "Q" DAIRY RATION

**ARDEN FARMS**  
J. M. Hackney, Owner

St. Paul, Minnesota  
January Third, 1920

The Quaker Oats Co.

Gentlemen—I must say to you frankly that in my letter to you concerning feeding of Holstein Friesian Cows on my Arden Farms, I overlooked the most important factor, which I wished to bring out. I do not believe in a high protein ration. After the experience I have had, it is my judgment that breeders do not place enough importance upon the maintenance part of the ration of a cow. To secure a maximum yearly production means that a cow must be kept in good physical condition, nothing must be done to tear down the structure. It is my judgment that too much protein is injurious. There is good chance for argument as to just how much protein a cow should have, but I do not wish to engage in a discussion of the fine points, but I believe that a small amount of protein is better than too much, if one expects to have cows go on year after year and maintain their good health and produce their maximum of butter and milk. We mix most of our feed ourselves with the exception of SCHUMACHER FEED and BIG "Q" DAIRY RATION, with which we have been very successful.

Yours very sincerely,  
(Signed) J. M. HACKNEY.

That's the reason, too, why you will find these two well known feeds so popular with YOUR customers.

The ever-increasing demand for these popular feeds is due to the splendid results that farmers and dairymen obtain from their use.

You need these feeds in your store. If you are not handling them now you are overlooking the best business building feeds on the market.

Write for our free book "BUILDING BUSINESS FOR FEED DEALERS." Let us tell you how we can help you get the bulk of the feed business in your territory.

**The Quaker Oats Company**

Address: Chicago, U. S. A.



**Beauty Beets Walker Segis**  
World's Champion  
Sr. 2 Yr.-Old Holstein. In 365 days produced 1040.44 lbs. Butter, 23343.20 lbs. Milk. This bullifer broke a 50 world's record.

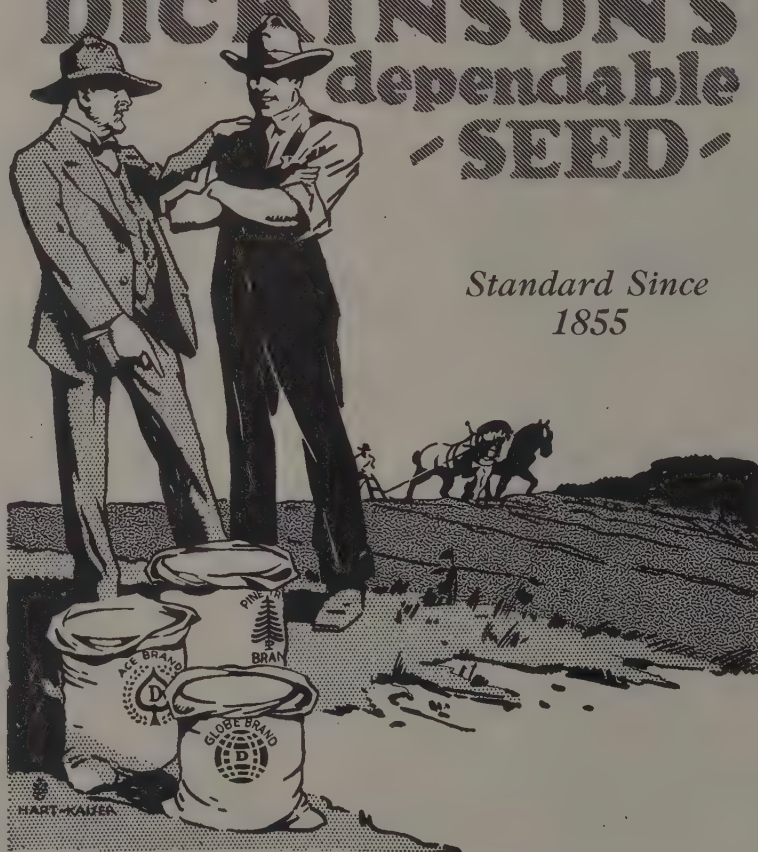
**Jewel Pontiac Segis**  
World's Champion Sr.—2 Yr.-Old Holstein—In 365 days produced 1171.16 lbs. Butter, 27068.6 lbs. Milk.

**Beauty Girl Pontiac Segis**  
of Arden Farms Inc.  
World's Champion Jr. 3 Yr.-Old Holstein-Friesian. At age of 8 yrs, 2 months, 7 days produced 1112.91 lbs. Butter, 25924.70 lbs. Milk.



# Better Crops!

**Lighten the Burden of  
Weed Destruction with  
DICKINSON'S**  
dependable  
**- SEED -**



*Standard Since  
1855*

## Globe, Pine Tree and Ace Brands

*Clover, Timothy, Alsike, Alfalfa and  
Field Seeds of All Kinds*

ORDER NOW WHILE OUR STOCKS ARE COMPLETE

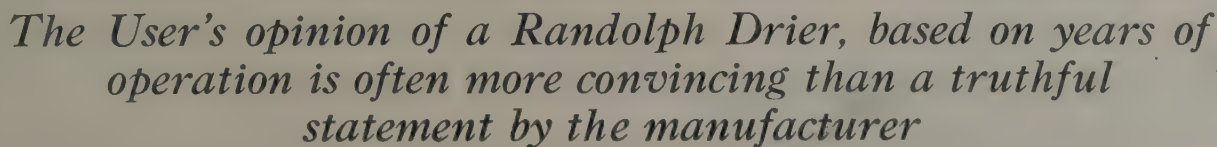
## THE ALBERT DICKINSON CO.

WHOLESALE SEED MERCHANTS

Minneapolis

Chicago





O. W. RANDOLPH CO.  
TOLEDO, OHIO, U. S. A.

**THE MARTIN B. REILLY CO., Western Distributors, 9 S. Clinton St., Chicago, Ill.**



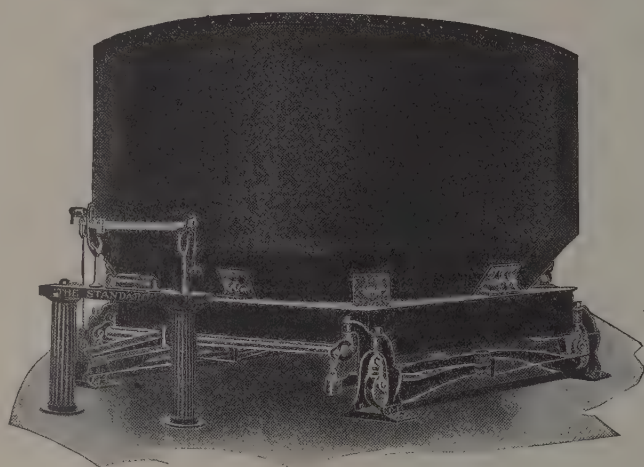
# "The Standard" Scales

## For Grain Elevators

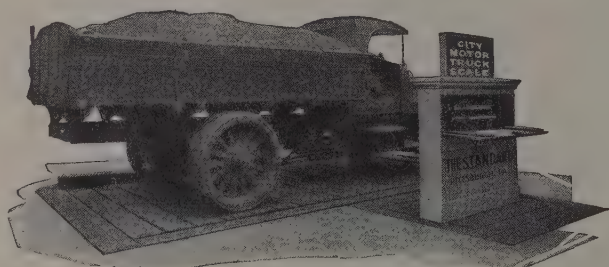
Accurate

Dependable

Durable



THE most important point about a scale is accuracy. The quality of accuracy is in-built in "The Standard" Scales. Every one must be right, for if a scale does not weigh accurately, it doesn't weigh at all, it only approximates.



"THE STANDARD" Scales are guaranteed to be strictly high-grade throughout, both in materials and workmanship. The name "The Standard" is your guarantee of the very highest quality in scale construction.



EVERY type of scale used in Grain Elevators and Flour Mills is included in "The Standard" line—Portables, Hopper, Dormant, Wagon, Dump, Motor Truck and Railroad Track Scales.

SEND today for our latest Scale Catalogue No. 73. If you mention the type of scale in which you are interested, we shall be pleased to give you full information regarding prices, etc. Address our nearest branch office.

# The Standard Scale & Supply Company

1631 Liberty Avenue, Pittsburgh, Pa.

NEW YORK  
145 Chambers St.

PHILADELPHIA  
523 Arch St.

CLEVELAND  
1547 Columbus Rd.

CHICAGO  
163 N. May St.

BALTIMORE  
409 N. Gay St.

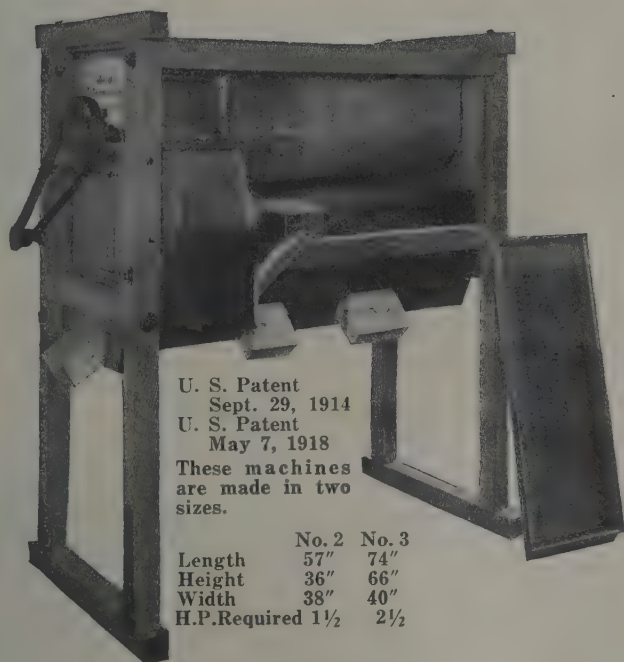
DALLAS  
3027 Elm St.



See Our Exhibit At Cincinnati  
Music Hall - June 1-2-3-4

# 10 DAY FREE TRIAL IN YOUR ELEVATOR

This Improved Economy Cracked Corn Separator and Grader Will Soon Pay for Itself



U. S. Patent  
Sept. 29, 1914  
U. S. Patent  
May 7, 1918  
These machines  
are made in two  
sizes.

	No. 2	No. 3
Length	57"	74"
Height	36"	66"
Width	38"	40"
H.P. Required	1½	2½

The Goodrich Bros., Winchester, Ind., started with one of our first machines in 1916. They now have seven in their different elevators, and are planning more.

**THEY FOUND IT PROFITABLE AND SO WILL YOU**

SOME one is selling the chick feed and horse feed in your community. Why not you?

By manufacturing your own feed your profits on sales are larger than when selling a product made by some other firm.

## THE ECONOMY GRADES AND POLISHES

It turns out bright, clean, polished cracked corn of all desirable sizes. The coarse for scratch feed, the medium for developer and the fine for baby chick feed.

### TO GET THE ECONOMY

You pay the freight to your elevator. We will pay return freight in case you are dissatisfied.

The Linkhart Manufacturing Co.,  
North Vernon, Ind.

Stanford, Ky., March 30, 1920.

Gentlemen:—Enclosed find check covering invoice of 26th. In regard to your machine, all I have to say is that I am well pleased with it as it surely does the work well and after you get a customer to try your feed he will surely come back. Thanking you for your promptness in sending me sieve.

Yours very truly, E. P. SPOONAMORE, Prop.,  
Farmers Roller Mills.

Linkhart Mfg. Co.  
North Vernon, Ind.  
Gentlemen:

Please send us Catalogue and any other literature with samples of work done, and the terms by which the machine pays for itself before last payment is due.

# THE LINKHART MFG. CO.

NORTH VERNON, IND.

Name .....

Address .....

How to ship.....

COUPON





400,000 BUSHEL ELEVATOR

FOR

**Postum Cereal Co.**

Battle Creek, Mich.

MAKERS OF

POST TOASTIES, POSTUM CEREAL  
AND GRAPENUTS

**"There's A Reason"**

**Macdonald Engineering Company**

53 W. Jackson Boulevard, Chicago

## Reinforced Concrete Storage Argo Illinois Plant Corn Products Refining Company

*One of Forty Structures We Have  
Built for this Company*



**LEONARD CONSTRUCTION COMPANY**  
**ENGINEERS and**  
**CONSTRUCTORS**

McCormick Bldg.  
CHICAGO

6 Church Street  
NEW YORK

*We Invite Your Inquiries*

## FOLWELL-AHLSKOG CO.

**Engineers and Contractors**

*Designers and Builders*  
OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine  
Tower. Reinforced Concrete. Latest improvements. Write us for  
designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO

## THE POLK SYSTEM

All-steel machines for all kinds of  
**CIRCULAR CONCRETE CONSTRUCTION**

We contract grain storages, water  
towers and coal pockets.

**Polk-Genung-Polk Company**

521 Occidental Bldg.,  
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**J. C. Burrell Co.**

Licensed

**Structural Engineers**

**Designers and Builders of Grain Eleva-  
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*27 Years Experience*

**1318-20 Stock Exchange**

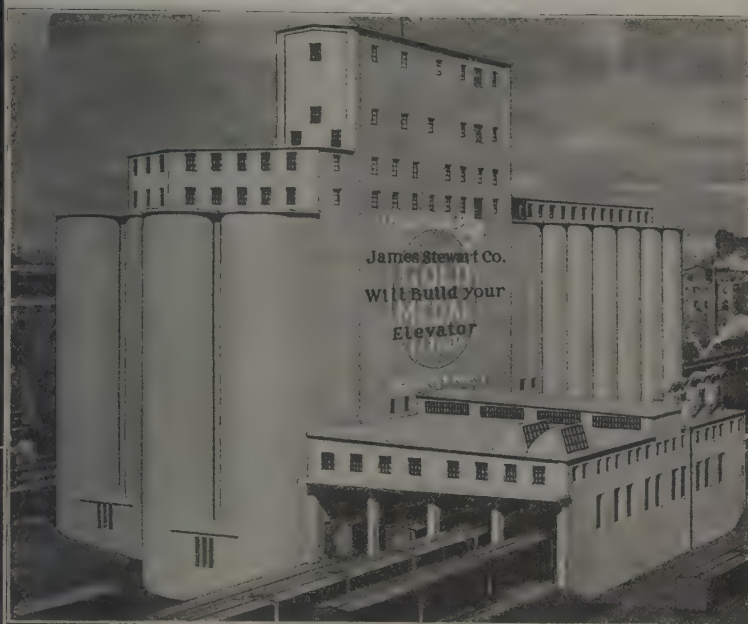
**Chicago, Ill.**



## TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.



"We have built for many of your friends.  
Eventually we will build for you. Why not now?"

We Design and Build Elevators, any type of construction, in any part of the World.

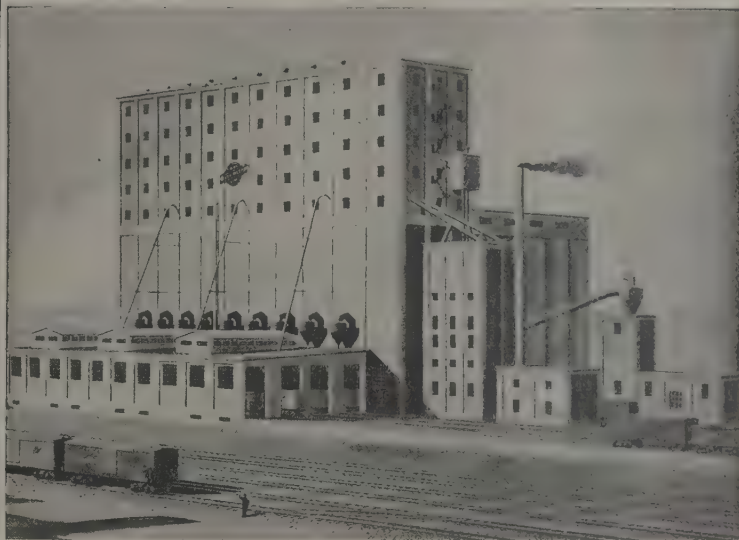
**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

**W. R. SINKS, Manager**

**CHICAGO, ILL.**

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator at Council  
Bluffs, Iowa, for the Updike Grain  
Company of Omaha, Neb.



Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.

*Designs and estimates promptly furnished.*

**Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

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## The Barnett & Record Company

**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

OFFICES:

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## ARE YOU WORRIED

about the condition of that grain in your bins?  
Let us equip your storage with a

**Zeleny Thermometer System**

to tell you the exact condition of  
the grain and cut out the worry

*Over 100 Elevators Equipped*

Write for Description

**WESTERN FIRE APPLIANCE WORKS**

542 South Dearborn Street

**Chicago**

## OUR 1919 RECORD



Kansas City Southern Ry. Terminal  
Elevator

We have taken over 100  
contracts. We have com-  
pleted most of them, and  
we will add 100 to our cus-  
tomers list. Our services  
are available to you.

*Call, wire or write  
and we will be there.*

Grain Elevators, Mills, Coal  
Pockets

**Burrell Engineering & Construction Co.**

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Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

**Recently Completed**

**Capacity 500,000 Bushels**

**Designing and Consulting Engineers for Entire Work**

**JOHN S. METCALF CO., Limited**  
**GRAIN ELEVATOR ENGINEERS**

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**BALLINGER & McALLISTER**  
**CONTRACTORS - DESIGNERS**  
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**COMPLETE**

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**STEEL CONTRACTORS**

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*All classes of Steel and Iron Work designed, delivered  
and erected complete.*

We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros. Feed Mills, Chicago, etc.

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**ELEVATORS, MILLS AND WAREHOUSES  
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*Grain Driers, General Overhauling and Improvements*

**Reliance Construction Company**

**Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

**625 Board of Trade Building,**

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**MONARCH**

Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
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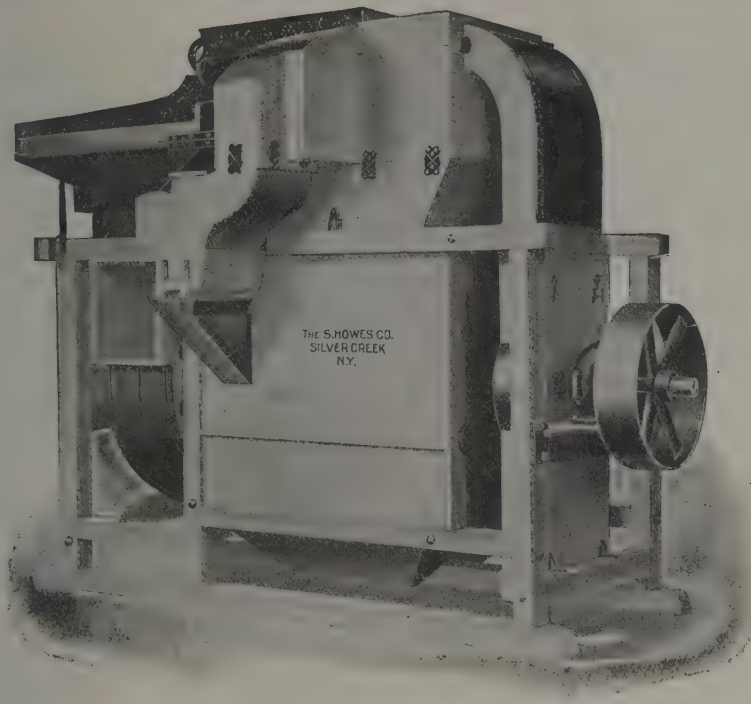
One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



**MONARCH ENGINEERING CO.**

**BUFFALO, N. Y.**





"Eureka"  
Oat Clipper

with Ball Bearings

*Ask someone who owns one*

The thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

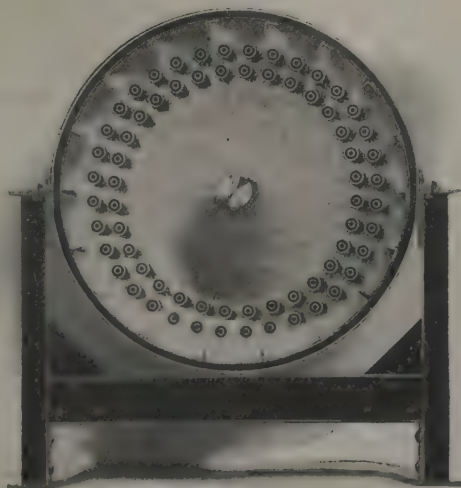
## EUREKA OAT CLIPPERS

have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

**S. HOWES COMPANY, Inc.**  
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TYPE "B" ROTARY

## ELLIS ROTARY DRIERS

For drying granular and powdered substances of all kinds.

### GENERAL SPECIFICATIONS

1. S. K. F. Ball Bearing Equipped.
2. Semi steel pressure castings.
3. Positive feed lubrication.
4. Ends of all pipes welded.
5. Double pipe construction.
6. Structural steel supporting stand.
7. Galvanized lifter blades and shell.

**THE ELLIS DRIER COMPANY**

332 South La Salle Street

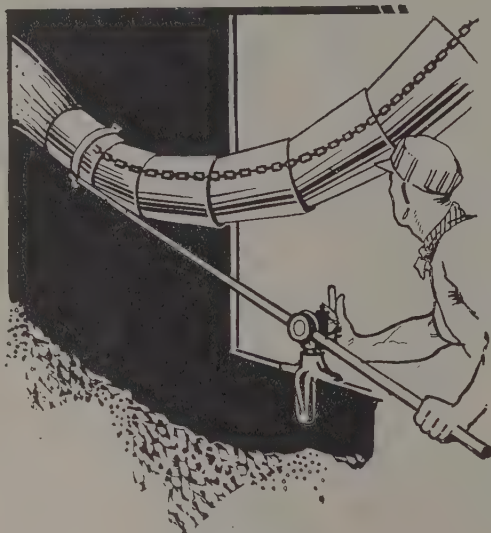
CHICAGO, U. S. A.



## The Cowan Dockage Tester

Eliminates all Guesswork. A Few Turns of the Crank Separates Your Clean Wheat from all Foreign Substances.

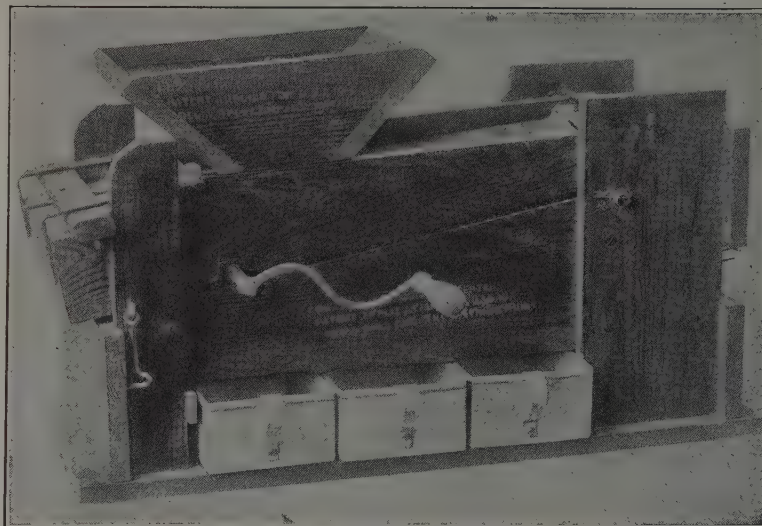
No Noise—Absolutely Durable



Englehart Loader

### ENGLEHART LOADER

Loads Cars from End to End. Saves Time; Reduces Dockage; Assures Better Grade; and Pays for itself in a few loadings.



The Cowan Dockage Tester

### For Reference on The Cowan Dockage Tester

Apply to Chief Grain Inspectors of both the United States and Canada. They use them.

*Write us for additional information*

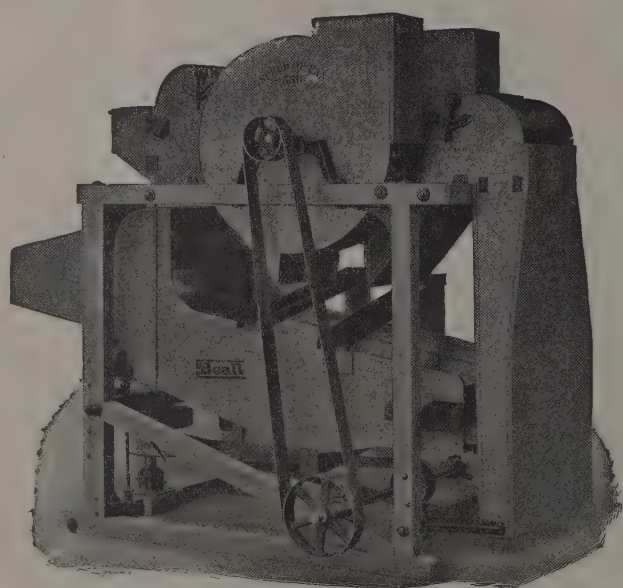
**The Cuthbert Company**

408 Corn Exchange

Minneapolis, Minn.

## Good Machines Pay for Themselves

**Beall**  
THE MARK OF QUALITY



Built in ten sizes

That's why we put all our knowledge into buying the best material, and all our skill in manufacturing the

### Beall Warehouse and Elevator Separators

It's that that makes these machines so economical, dependable and popular in the grain elevator and milling industry.

You'll find Beall separators represent all that's latest and best in machines of this character. Write today for late catalog which gives detailed information.

*This catalog will be mailed anywhere on request*

**The Beall Improvements Co., Inc.**  
Decatur - - - - - Illinois





## The Largest Grain Unloading Elevator in the World is Painted with Cementkote

The Concrete-Central Elevator of Buffalo, N. Y. (illustrated above), has a capacity of 4,500,000 bushels of grain and is the largest Grain Unloading Elevator in the world.

Twelve hundred and twenty-one gallons of Cementkote were used on this huge building in 1917.

Cementkote is made especially for use on concrete—it penetrates deep into the pores filling them with waterproof material and decorates the surface as well.

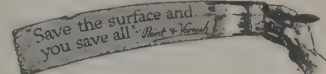
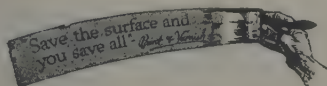
One of our representatives will be glad to call and give you estimates and complete information regarding Cementkote and our other protective coatings that are suitable for your use.

### This Will Interest You

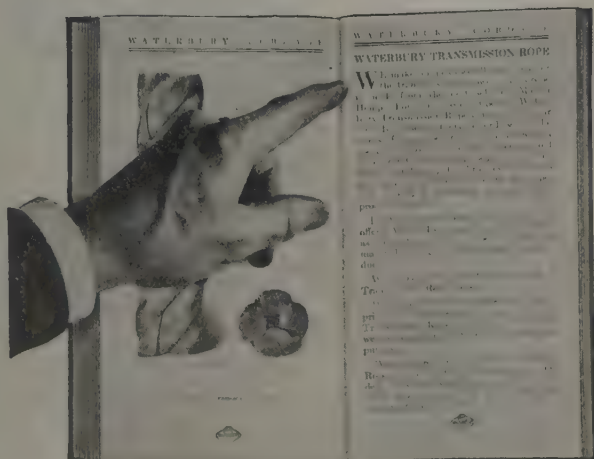
We have just published an illustrated booklet entitled "Tropical Paints for Grain Elevators." A copy is yours for the asking.

**The Tropical Paint & Oil Co.**  
Cleveland, Ohio

Specialists in the manufacture of Protective and Decorative Coatings for Grain Elevators.



# WATERBURY



**Economy in** { first cost  
maintenance  
floor space

—reason enough for a Waterbury rope drive.

The difference in price per running foot between Waterbury Manila Transmission Rope and a leather belt that will deliver the same horsepower would alone be conclusive argument. But added to that saving is the much lower upkeep expense of rope and the further advantage that a rope drive can be operated with long or short shaft centers, and is as efficient in vertical as horizontal drives, since slippage is practically eliminated.

Waterbury Manila Transmission Rope is made as perfect as the best fibre, machinery and workmanship can produce, and every coil is guaranteed.

—reason enough for a Waterbury rope drive.

The Waterbury Rope Handbook contains a deal of valuable information on the use and care of transmission ropes—and also everything else you need to know about rope of all kinds. A copy will be sent free at your request.

**WATERBURY COMPANY**  
63 PARK ROW, NEW YORK

Chicago, 1315-1321 W. Congress St. New Orleans, 1018 Maison Blanche Bldg.  
San Francisco, 151-161 Main St. Dallas, Texas, A. T. Powell & Co.



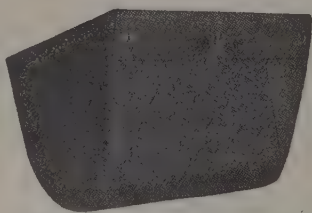


# Send Your Order for the Spring Equipment Now

We Manufacture and Have for Prompt Shipment Everything in Grain Elevator Machinery. Our Lines Include:



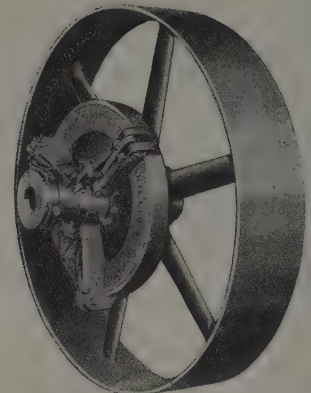
Front View of Salem Bucket



Back View of Salem Bucket

Bearings  
Belt Conveyors  
Bolts  
Boot Tanks  
Buckets  
Clutches  
Conveyors  
Couplings  
Garner Bottoms  
Gears  
Hangers  
Hopper Bottoms  
Idlers  
Elevator Legs

Elevator Heads  
Elevator Boots  
Man Hoists  
Pillow Blocks  
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Power Grain Shovels  
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Standard Steel Plate Clutch and Pulley



Standard Weight Screw Conveyor

Send for our 500-page catalog No. 18

## Skillin & Richards Manufacturing Co.

4515-4560 Cortland Street

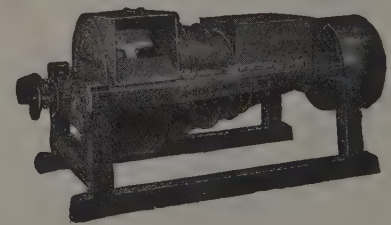
CHICAGO, ILL.



The U. S. Grain Cleaner



The Constant  
Safety  
Ball-Bearing  
Man-Lift



The U. S. Corn Sheller

The character and dependability of a manufacturer is equally important with the subject of quality, strength and service in his machinery.

The best assurance you can have of the two first points is to look at the record of the manufacturer's business principles extending over a period of years. For the remaining three points look at the record of his machinery.

We invite the closest scrutiny both of our business principles and our machines. The CONSTANT trade mark has been a guide to good buying of grain elevator machinery for many years. You may therefore enjoy the economy and satisfaction that comes from purchasing the CONSTANT line, without doubt or hesitation, knowing that you will receive quality, service and fair treatment.

**B. S. CONSTANT MANUFACTURING CO.**  
BLOOMINGTON - - - - - ILLINOIS



# SERVICE ELEVATOR

## A NECESSITY

IN

## MODERN MILL EQUIPMENT

**A**N absolutely dependable, practical passenger elevator that can be used in flour and cereal mills, grain elevators and factories. This machine occupies very little space and can be built in heights to suit any condition. It operates with a minimum power requirement and may be driven by means of a belt from a power shaft or from an electric motor.

The principle of the elevator is an endless belt with steps and handles attached. A passenger may stand on the ascending or descending step in a comfortable position and mount or leave it with safety at any floor, either by stopping the belt or simply stepping off as the floor is passed.

An automatic safety device offered with this elevator means complete safety to users. This appliance shuts off the power and applies the brake if a passenger does not alight at the top floor. Passengers can not be carried overhead and injured because automatically the belt and steps are locked against movement in either direction.

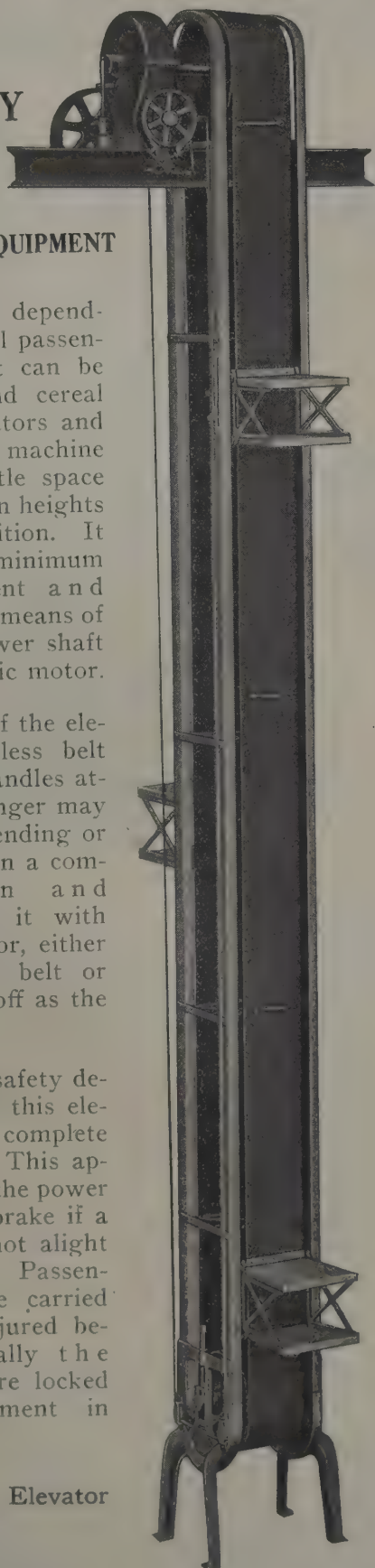
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### NORDYKE & MARMON COMPANY

ESTABLISHED 1851

INDIANAPOLIS, INDIANA

*America's Leading Mill Builders*



The Sign of Efficiency      The Sign of Durability  
**MORSE DRIVES**  
Positive as Gears      Flexible as Belt  
Longer Life



WESTERN MARYLAND ELEVATOR, PORT COVINGTON  
Baltimore, Md.

## "Another Morse"

**Fifty-two Motors, Each with Morse Silent Chain Drive, From 3 to 500-Horsepower; a Total of 1,340-Horsepower in this Plant.**

FIFTY country elevators out of 97 examined, were equipped with motors ranging from 10 to 50 horsepower.

COME TO US if you have belting difficulties with a higher cost and a lower output per unit power than your competitors.

MORSE DRIVES where you now have belts and gears will eliminate worry, attention, trouble, slippage and power loss. There is a Morse Silent Drive that will meet just your requirements. No matter how severe the service or how difficult the installation, Morse Silent Chain Drive installations have encountered the same problem and will show a good solution.

In these strenuous times early specifications of requirements are very desirable to insure prompt deliveries.

## Morse Drives

Give greater output in a given time.  
Give steadily, noiseless, clean, never failing.  
Cost less to operate, 99% efficient.  
Longer life, less to maintain, less depreciation.

### Morse Engineering Service

Whenever you have any special problems with which you feel we can help you, please call our nearest office. Confer with our experts. A drive somewhere may need speeding up, or for special service in Dust, Gases, Steam, around acids, or increase power.

MORSE Drives insure against competition.

**Let us have your problem.  
You will be in no way obligated.**

## Morse Chain Co., Ithaca, N. Y.

ENGINEERING SERVICE OFFICES

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CHARLOTTE, N. C., 404 Commercial Bank Bldg.  
CHICAGO, Ill. Merchants L. & T. Bldg.  
CLEVELAND, O., Engineers Bldg.  
DETROIT, Mich. 1003 Woodward Ave.  
NEW YORK CITY, 50 Church Street  
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SAN FRANCISCO, Cal., Monadnock Bldg.

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Toronto, Bank of Hamilton.



# LET A BIRD SCALE INSURE YOU AGAINST SHIPPING LOSSES

Your claims don't collect themselves—you must back them with proof that can not be disputed.

Hand weights properly recorded without chance for mistake are the only sure proof that can not be contested—and the BIRD Scale will give you just such proof.

It will automatically record every pound weighed and every discharge made.

**The BIRD Scale Is Fool-proof and Mistake-Proof.**

Let us prove to you that the BIRD Scale will give you better protection on your shipments.



The BIRD Scale is independent of foundation or settling of elevator. It is suspended from structure and will align itself. No binding—no intricate, finely adjusted mechanism to get out of order. Scale proper consists of one lever only. Weighing not affected by sticks, straw, cobs or dirt of any kind. The BIRD Scale is positive in its weighing under all conditions. Will weigh all kinds of grain and seeds without any adjustments or changing of weights.

Post yourself on this new shipping scale. Send for catalog, particulars and plans of installations.

## THE STRONG-SCOTT MFG. CO. MINNEAPOLIS, MINNESOTA

Consignments

Merchandisers

*"Conscientious Service"*

### W. H. BARTZ & COMPANY

GRAIN

St. Louis

DES MOINES

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### The Blair Elevator Corporation

GRAIN MERCHANTS



CORN and OATS Our Specialty

Consignments Solicited

DES MOINES, IOWA

822 Hubbell Bldg.

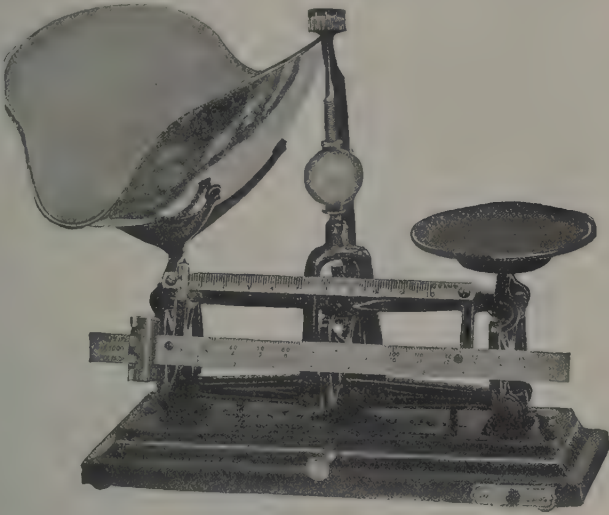
ATCHISON, KANS.

MEMBERS Des Moines Board of Trade  
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## A NEW SCALE FOR GRAIN GRADING

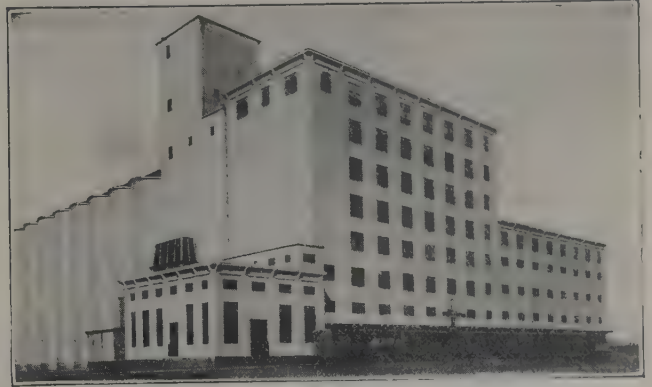
Designed in accordance with the suggestions of and supplied to the U. S. Department of Agriculture.



For quick and accurate determinations.  
Weight for moisture test.  
Dockage. 0 to 15% by 1/10% per 1,000 grams (1 kg.).  
Weight per bushel: 0 to 70 lbs. per bushel by 1/10 lb. using one quart dry measure.  
Percentage of damaged kernels, foreign material other than dockage, etc.

### CIRCULAR ON REQUEST THE TORSION BALANCE COMPANY

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Plant of the Wichita Mill & Elevator Co., Wichita Falls, Texas—Users of Gruendler Equipment.



## GRUENDLER GRINDERS

are increasing production for hundreds of leading flour mills throughout the country.

Their rugged strength, reliable performance, freedom from repairs and economical operation make them favorites everywhere.

Submit your problems and let our Engineering Department help solve them.

**Gruendler Patent Crusher & Pulverizer Co.**  
930 North Main Street St. Louis, U. S. A.

## How Do Your Men Travel from Floor to Floor?

Do they have to plod up and down stairs in the old, out-of-date way—wearing themselves out, wasting valuable time, and a yearly loss to you of hundreds of dollars? Or do they

### RIDE ON THE HUMPHREY

Endless Belt route, thereby keeping themselves fresh for better work, increasing your output and cutting down your overhead, besides keeping in a cheerful, willing frame of mind? These are

### ABSOLUTE FACTS

and we are ready and willing to prove them to your entire satisfaction. The secret of a competitor's increased production and better prices is probably due to his use of the Humphrey.

For 33 years the Humphrey has stood the test, and today is the natural leader. Construction, material and reputation for the "best" cause it to be specified by both large and small mills, elevators, engineers, and construction companies.

IF YOU HAVEN'T ONE YOU PAY FOR IT ANY WAY

Send for Bulletin A2

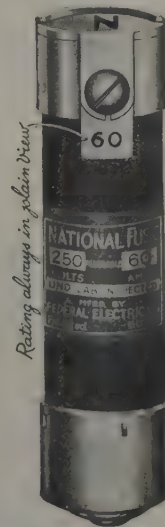
If not made by Humphrey Elevator Co. it's not a genuine "Humphrey."

**HUMPHREY ELEVATOR CO.**  
SOLE MANUFACTURERS  
FARIBAULT, MINN.



## You can see at a glance

—this fuse bears the approved label of the Underwriters' Laboratories, Inc. (see Underwriters' report, E 4199, dated Dec. 1, 1919) and the METAL "tell-tale" indicator shows the exact AMPERAGE in PLAIN FIGURES.



### Only one element at a time can be used in the National Renewable Fuse

Because, unlike the bare type of renewal with its fuse strip—it is powder packed and fits in holder just like a gun cartridge.

National Renewable Fuses are simple, accurate and economical. When a blow-out occurs simply slip out the cartridge and insert new one, which costs you only a fractional part of complete fuse.

Send coupon now for complete information, prices, and name of dealer.

### FEDERAL ELECTRIC COMPANY

National Renewable Fuse Division  
Lake and Desplaines Streets, Chicago

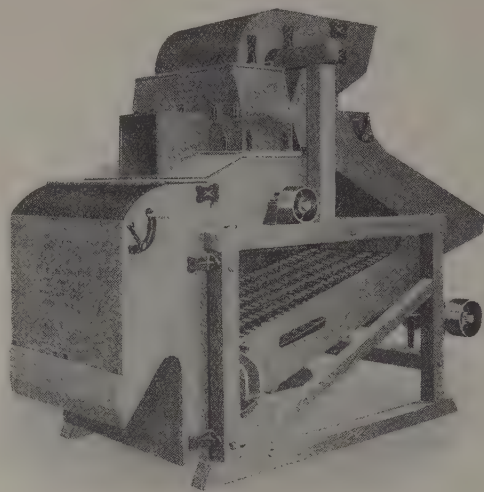
91 New Montgomery Street San Francisco, Cal. 627-649 West 43rd St. New York N. Y.  
Branches in All Large Cities.

FEDERAL ELECTRIC COMPANY,  
Lake and Desplaines Sts., Chicago.

Please send full information and prices of National Renewable Fuses, also name of nearest jobber.

Name .....  
Address .....  
Company .....





Begin preparations now for this year's corn crop.

If a new Separator is needed order it early or you will be disappointed in the time of shipment.

The INVINCIBLE Corn and Cob Separator can be ordered without investigation.

**Invincible Grain Cleaner Company**

Silver Creek, N. Y.

**Bauer Scientific**

Belt-Driven Attrition Mill; also made for Motor Drive.

"Scientific" Attrition Mill

THE BAUER BROS. CO.  
SPRINGFIELD OHIO U.S.A.

### This Mill Means a Profitable Feed Department for You

Any Miller who has been overlooking the possibilities of a Feed Grinding Department, will find that field a good one in which to increase his profits. Let him investigate and find what sort of feeds his particular clientele are buying.

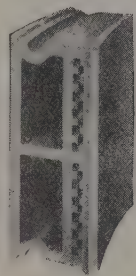
For grinding feeds of quality you want a Bauer Attrition Mill. It is in use in the best and most up-to-date Feed Grinding Plants. Its specialty is uniform grinding, with economy of operation, an added advantage.

Write us for full information and suggestions for your Feed Grinding Department.

**The Bauer Bros. Co.**  
517 Bauer Bldg., Springfield, Ohio, U. S. A.

Makers of Bauer Single Disc Mills, Centrifugal Bolting Reels, Corn Crackers, Breakers, Etc.

**SCIENTIFIC**



The Patented Preston-Lansing Block. Note the air spaces which protect against extremes of temperature.

## For Beauty and Strength

Vitrified tile is ideal for grain bins. It is water proof, frost proof, vermin proof, fire proof.

The patented Preston-Lansing Block braces block against block in "ship-lap" formation, giving enormous strength.

## Preston-Lansing Tile Grain Bins

Are re-inforced between each tier of blocks with a thick layer of cement and steel. Only a thin layer of mortar shows inside and out, giving a smooth, beautiful finish. Preston-Lansing Bins cost less per year of service than any other type. Their first cost limits the expense, as there is no upkeep.

Write for catalogue and prices.

**J. M. PRESTON CO.**

Dept. 426

Lansing, Mich.



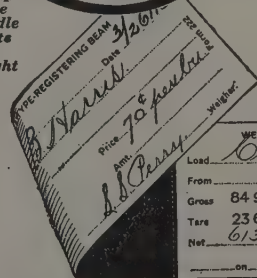
Preston-Lansing Grain Bins at Henry Killick Co., Lyons, N. Y.

## Fairbanks Scales



A Grip of the Handle Prints the Weight

With Type Registering Beam give you accurate weights in triplicate, printed on a permanent record card. No errors in copying scale readings. It builds customer confidence.



WEIGHED ON FAIRBANKS TYPE-REGISTERING BEAM			
Load	From <i>R. B. Harris</i>		Date <i>12/6/15</i>
Gross	84.90 lbs.	To	
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Net	61.30 lbs.	Am't	<i>\$4.29</i>
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Can be Used on any Fairbanks Wagon or Auto Truck Scale

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Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

### EMERSON

is no experiment. It is men and officials who all times and under all

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are now in use—the Government uses over 100—Line, Independent and Farmers' Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

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## THE RECORDS

of the

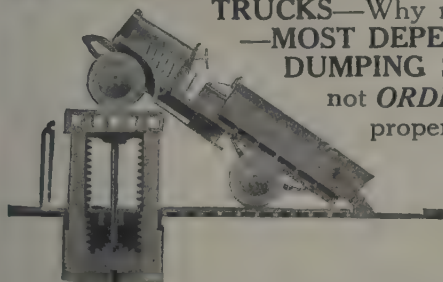
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show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

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THE FIRST STEP IS TO WRITE AND GET OUR CIRCULARS, prices and descrip-

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**TAKE YOUR PENCIL NOW**—while you are at it—and merely send us your name and address on a postal card—it will bring you full particulars at once.

The TRAPP DUMP is constructed along absolutely sound mechanical principles throughout. You operate it simply by turning an air valve. It is always absolutely safe—and always entirely under your control. It runs by compressed air. It requires no extra power as the compressor runs from your line shafting. You won't have to run the elevator machinery all the time. ADDRESS A CARD OR LETTER TO US NOW—TODAY—and get prices and full details.

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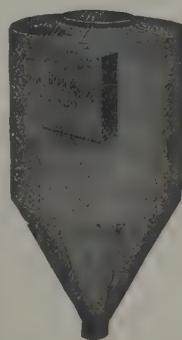
Every elevator owner is operating to disadvantage who is trying to get along without a

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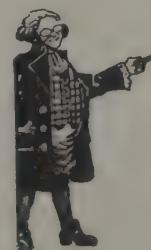


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For Grain Cleaners

ALL STEEL

Write for Catalog



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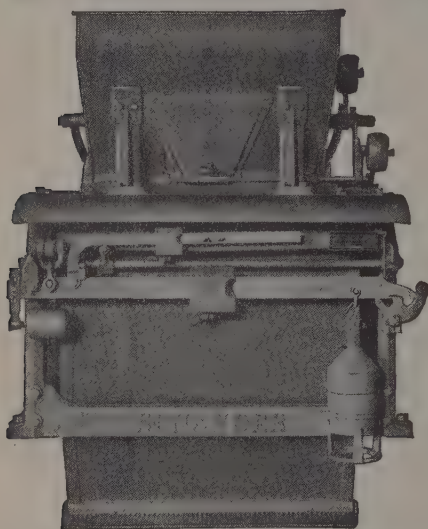
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manila rope. Our Machine-molded sheaves are perfect in balance, accurately finished and free from flaws injurious to the rope.

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Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

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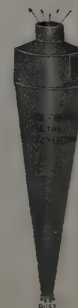
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Grain Insurance for short terms a  
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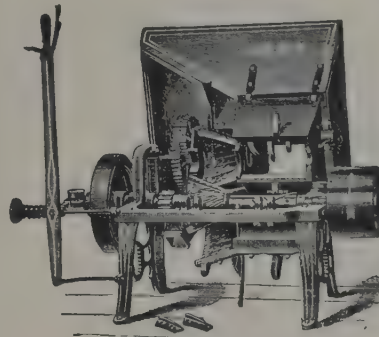
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**Bowsher's "Combination"  
Mills do this**



Mill opens like this in six minutes.

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.  
Sold with or without Sacking Elevator.

**The N. P. Bowsher Co., South Bend, Ind.**



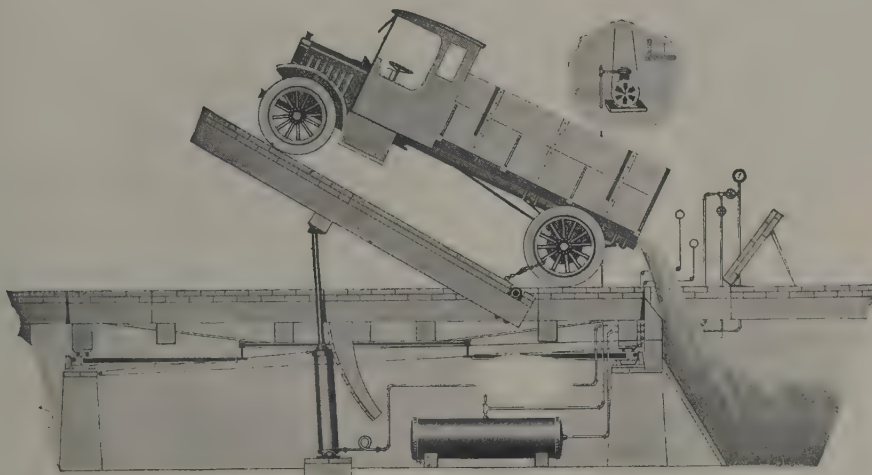
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Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents.

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**Globe Combination Auto Truck & Wagon Dump**  
**SIMPLE - RELIABLE - PRACTICAL**  
(SPENCER PATENTS FEB. 1910)

No other dump has the Tilting Power Cylinder, our patented feature that makes possible the operation of "the dump within a dump" or the "two-in-one" idea. This eliminates the added cost of "extra platform" and increased installation charges necessary with other dumps.

When the GLOBE COMBINATION AUTO TRUCK AND WAGON DUMP is installed independent of scale, it is only necessary to sink a narrow pit and build a small base for the Tilting Power Cylinder. Others are compelled to dig pits 2 or 3 feet in depth, as large as the square platform used, and when two such dumps are used in series, so both wagons and trucks can be dumped, just twice the excavation is necessary.

You can readily see how easily and how economically the GLOBE COMBINATION TRUCK AND WAGON DUMP can be installed in connection with a scale—simply a slight deepening in the centre of the scale pit to accommodate the foundation for the Tilting Power Cylinder—a few minutes' work rather than digging out from one-third to one-half the area of the scale pit bottom, as is necessary in installing most other truck dumps. This dump operates perfectly and is installed easily in connection with any type, size or make of scale or independent of scale.

The incline or "Jack Knife" type of platform, comprises really two platforms, one within the other, both being pivoted

on a hollow shaft at the entering end. This is considered the very best engineering practice as it raises the front wheels in a manner similar to driving a wedge under them and at the same time forms a rigid support because the timbers are firmly secured at one end—not shaky or binding, as would be the case if the platform were lifted straight upward and had corner guides.

A feature much appreciated by elevator operators and farmers is the absolute safety of the Globe Combination Auto Truck and Wagon Dump. It is under positive control of the operator of the air valves, both in raising and lowering. The wagon section is so constructed as to permit of a horse guard; no horse can possibly back into opening as dump is raised. We have overlooked nothing in making the GLOBE COMBINATION AUTO TRUCK AND WAGON DUMP absolutely safe. Our safety chains, instantly adjustable to the rear wheel of any truck or wagon or to the rear runner of a sled, are positive assurance against any accident—you can hold the load with the brakes but if the brakes fail, you have nothing to fear if you slip on the chains.

The air tank is equipped with a blow-off valve which eliminates any chance of overcharging.

A pet cock is inserted in one end of tank to enable draining of the slight condensation which always takes place when air is compressed.

**Globe Machinery and Supply Co.**  
Manufactured by  
**Des Moines, Ia.**



The question of real service for metal surfaces exposed to the corrosive action of heat, dampness, fumes, etc., is one which must be met. Owners the world over are fighting this destruction by the use of

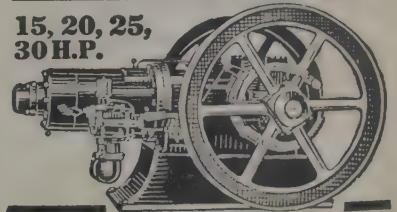
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**JOSEPH DIXON CRUCIBLE COMPANY**  
ESTABLISHED 1827

**15, 20, 25,  
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**Dependable Power  
From Cheapest Fuel**

Here is an engine that will operate for long periods, using as fuel any of the cheaper grades of distillate, fuel or crude oil, assuring the most dependable power and show an immense saving in the power costs of Flour and Grist Mills, Grain Elevators, Cotton Gins, Oil Mills, Municipal Water and Electric Light Plants, where 15, 20, 25 or 30 H. P. is required.

It maintains lowest fuel consumption. As near completely automatically lubricated as possible. No water injected into combustion chamber, thereby maintaining low temperature and better lubrication of cylinder and piston. Perfect crank compression at all times. Quick starting. Sensitive governor, close, accurate speed regulation. Extra large bearing surfaces tend for long service and low maintenance cost. Simplicity of parts. Can be operated for long non-stop runs with minimum attention from operator.

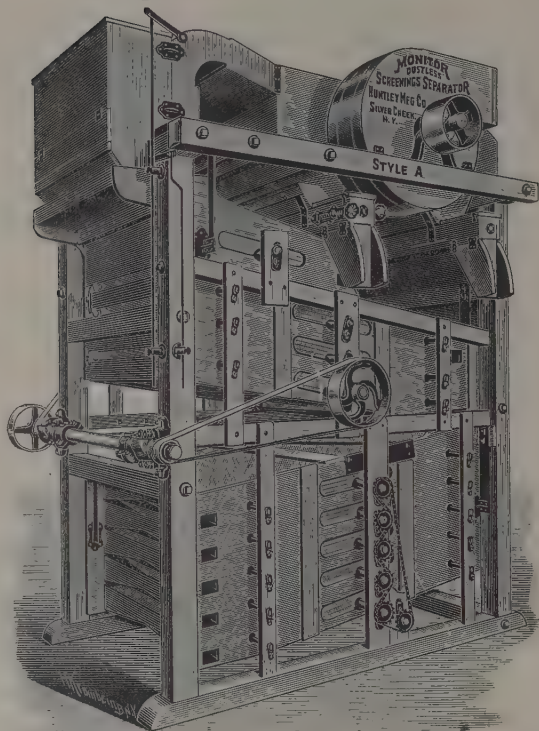
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**STOVER MFG. & ENGINE CO.**  
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SILVER CREEK, N. Y.



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVIII

CHICAGO, ILLINOIS, APRIL 15, 1920

NO. 10

## Sioux City Growing Toward an Ideal

### Iowa Dealers Planning to Make the City One of the Great Terminal Markets of the Country—New Flanley Elevator Another Forward Step

**S**IOUX CITY, Iowa, has received another impetus in its determination to become one of the leading grain centers of the country. Two years ago the Railroad Administration established a 15-cent proportional grain rate to Chicago, which put the market on a parity with Omaha and Kansas City so far as Chicago was concerned.

Now the Interstate Commerce Commission has further helped the good work by making a re-shipping rate of 15 cents to Duluth with transit privilege at Minneapolis, and the same rate to St. Louis and East St. Louis. This puts Sioux City definitely into the running and makes the entire Western and Northwestern territory tributary to its market. It has for years enjoyed a large live-stock trade and on this account is known to many shippers who have not made use of its grain facilities, but who will undoubtedly do so in increasing volume.

The advantages which have gradually accrued to the market have not been the result of chance. They are the product of the hardest kind of work by the dealers there who had faith and vision enough to see what the future held in store, and who will now reap the benefit. Not only in their work for better transportation rates has this group of men shown their energy and ambition, but also in the development of the grain handling facilities of the market.

Among the leaders in the Sioux City trade is the Flanley Grain Company, consisting of Charles C. Flanley, president and general manager; C. H. Houlton, vice-president in charge of the Milwaukee office; A. G. Beach, secretary at Sioux City; and W. S. Hart, treasurer, located at Omaha. It is capitalized at \$500,000 and is one of the largest cash grain handlers in Iowa.

The company was organized in March, 1912, with one office at Sioux City. It was incorporated in July, 1914, and has opened branches at Omaha, Milwaukee, Denver, Sioux Falls, S. Dak., Algona, Iowa, and Rockwell City, Iowa. The company has a 200,000-bushel terminal elevator at Council Bluffs, Iowa, and another at Omaha; a country house at Lennox, S. Dak., and has just completed at Sioux City, the splendid house which appears on this page.

The new house is a reinforced concrete structure representing the most advanced plans of the Burrell Engineering & Construction Company. It is

61 feet 8 inches long; 42 feet wide and 180 feet high from the basement slab. This slab or platform is of concrete, 27 inches thick and resting on 577 piles. Provision has been made for a gallery reaching from the basement out under the battery of tanks which will be added as soon as they become necessary by reason of increase in business.



SIOUX CITY (IOWA) PLANT OF THE FLANLEY GRAIN COMPANY

The present building, which has a capacity of 130,000 bushels divided among 29 bins, is arranged as a head house for additional storage of 1,000,000 bushels. It has a handling capacity of 60 cars in and out per 10-hour day. The cars are handled on three tracks. There are two receiving sinks of carload capacity and two pairs of Clark Power Shovels. An electrically operated car puller of 30-car capacity facilitates rapid handling in the yard. The track shed is 91 feet long and 36 feet wide

and above it is a dust house of concrete construction. From each car sink the grain is elevated in a leg having 10,000 bushels' per hour capacity. Provision has been made for three other legs, two of 6,000 bushels each from the cleaners and one of 10,000 bushels for shipping. As yet only one 5,000-bushel per hour Monitor Separator has been installed on the work floor. On the mezzanine floor there is an automatic scale and a grain sacking outfit, and also a Great Western Corn Crusher which can handle 100 bushels per hour. In the cupola are two 2,400-bushel garners and two 2,000-bushel Fairbanks Hopper Scales. Two more will be added later. All of the head machinery was furnished by the Skillin & Richards Manufacturing Company.

The elevator will be operated entirely by electric power, there being eight Fairbanks-Morse Ball-bearing Motors with a total of 240 horsepower, with friction clutch control. Power is transmitted by belt, about 100 feet of 10-inch leather belting taking care of it. In addition there are 680 feet of 22-inch Rexall Belting and 680 feet of 16-inch Rexall. The house has three 12-inch well-casing loading spouts which deliver to any of the three tracks.

In spite of the fireproof construction of the plant, it has additional protection in a stand pipe and fire extinguishers distributed liberally throughout the building. The safety of the workers is further cared for by having the spiral stairway and the employees' elevator enclosed in a well. In fact every detail of the house has been planned with care to insure the best service at the minimum of cost and danger.

The elevator is planned throughout with the idea of expanding its capacity and it is probable that this expansion will be found necessary in the near future. There seems to be quite a general movement toward decentralization of terminal storage. The smaller markets are rapidly adding to their storage capacity and find many advantages over the larger markets in their freedom from congestion and cheaper basis of operation. At Sioux City, especially, many advantages are claimed on account of the favorable freight rates. And whatever opportunities are offered the Flanley Grain Company will be in a position to make the most of and it has every confidence in being able to show to its patrons that in



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

ability to serve the trade it is the peer of the best. The company, in the eight years of its existence, has demonstrated an aggressiveness and progressiveness which promises for future expansion.

## GRAIN RECONSIGNED WITHOUT "OUT" INSPECTION

Inspection certificates issued in accordance with the United States Grain Standards Act on arrival of grain cannot be used on "out" shipments if the grain has been transferred through an elevator to another car.

Federal supervision officials of the Bureau of Markets, United States Department of Agriculture, have recently found that there is some misunderstanding on this point. The amendment to the rules and regulations under the Act, which permits certificates covering arrival inspection to be used for further shipment of such grain not later than the close of the second business day after the date of such inspection, specifically states that the grain shall not be "removed or transferred from its container or otherwise changed in identity."

This amendment was intended to save the time required for an out-inspection of cars of grain which are reexported immediately after arrival, when the conditions under which the grain was originally inspected have not been changed.

## CORN BORER QUARANTINE

A new quarantine to prevent interstate shipment of carriers of the corn borer has been promulgated by the Secretary of Agriculture, effective March 29, against the states of Massachusetts, New Hampshire, New York and Pennsylvania, but it applies only to such portions of those states as are now or may later become actually infested. No restrictions are placed on shipments from points in the quarantined states outside of the infested areas, though authority is reserved to extend at any time the areas officially designated as infested.

The articles specifically covered in the quarantine are corn and broom corn, including all parts of the stalk, and many vegetables and flowers. All of the articles covered may be moved interstate to points outside of the infested area only after they have been inspected by the United States Department of Agriculture and certified to be free from the corn borer. It is required that carriers thoroughly clean all cars, boats, or other vehicles within the infested areas at the point of unloading or destination.

A heavy penalty is provided by the plant quarantine act. Any person who violates any provision under act or who counterfeits, forges, alters, defaces or destroys any certificate provided for under the quarantine may be fined up to \$500 and imprisoned.

## PROGRESS IN THE PACIFIC NORTHWEST

The history of the Waterville Union Grain Company of Waterville, Wash., illustrates the changes that are rapidly taking place in the entire Pacific Northwest grain trade. The company was incorporated in 1908 with a capital stock of \$2,000. It had a warehouse and handled sacked grain only, in fact its operations have been confined almost entirely to wheat throughout its history, as prac-



PLANT OF WATERVILLE (WASH.) UNION GRAIN COMPANY

tically no other grain is raised in that section except what is used as feed on the farms.

Gradually other stations were taken on and the capital stock was increased until today the company has plants at Watertown, Withrow, Supplee, Alstown, and Douglas, all in Washington, and the capital stock has been increased to \$88,000 with \$87,000 paid up, and earned surplus of \$33,000 invested in the business. At the five points there is a total capacity for sacked grain of approximately 290,000 bushels, and for grain in bulk of about 275,000 bushels. Wherever plants were located the increase in stock issue was placed with farmers of the community and at present there are 260 of them financially interested in the company.

The first attempt to get away from the sacked grain method was in 1914 by building a 50,000-

at Waterville, also, and plans were drawn for a 90,000-bushel concrete elevator and similar plants were erected at both stations. The description of the Waterville plant fits the one at Withrow in every particular except that the approach is on the opposite side.

The storage is divided between eight circular bins of about 10,000 bushels each, and four interstice bins. The receiving and shipping capacity is around 1,500 bushels an hour, and the cleaning capacity, by a Niagara Grain Cleaner, is the same.

The wheat is weighed on a Howe Wagon Scale and sent to the dump from which it is elevated to the cleaner and sent to storage. From the storage bins it is elevated to the Fairbank Automatic Scales and is ready for shipment.

Power is derived from a 25-horsepower Type "Y" Fairbanks-Morse Oil Engine, and is transmitted by 550 feet of one-inch rope to the cupola by belt to the cleaner and short leg, and by chain drive to countershaft. There are clutches on the rope sheave and belt pulley.

The dump is belt driven, built to order, with a worm gear control. A paper mitre friction pulley is mounted on lower end of worm shaft and two paper frictions are mounted on the power shaft below. The power shaft can be shifted in either direction into contact with friction pulley on worm by shift lever at scale beam, giving ample power each way and the worm gear holds the dump platform safely in any position while the shift lever is at neutral.

This has the advantage of making power available whenever engine is running, without contact between the power shaft and scale and dump irons while weighing, or at any time except when actually operating the dump. When the engine is not running, that is when one or more loads are to be dumped and left in dump sink until later, a large hand wheel on the shaft with a socket at the lower end fits over the squared upper end of worm shaft, and same may thus be worked by hand and without contact or friction with power equipment. When using engine power the hand wheel may be lifted off and set to one side or hung up out of the way. The length of the dump platform is 14 feet 4 inches. Short wagons are blocked forward and power lifts them when off center.

The additional equipment of the house consists of a screw conveyor which takes the screenings from the separator; and a manlift from the ground floor to the cupola.

At the same time that these two concrete elevators were being erected, a 30,000-bushel crib elevator was built at Alstown. The equipment for this house is the same throughout as for the others.

The success of the company is due to the careful management of W. H. Price, and the progressive policy of always keeping one lap ahead of the requirement of the community.

## A BULLETIN ON BOOKKEEPING

Since the Grain Corporation has been in operation most elevators have revised their bookkeeping system, for they found that the incomplete records they had been keeping would not afford the data required. Incidentally this reform enabled most dealers to realize what it was costing them to do business, and that the difference between buying and selling prices was not net profit as too many believed.

While the different conditions met with in various parts of the country makes absolute uniformity in bookkeeping difficult, if not impossible, the Bureau of Markets has just issued a bulletin which will fill the bill for a great many country houses. The bulletin is No. 811 "A System of Bookkeeping for Grain Elevators," and will be sent to anyone having use for it.

The book contains forms for most of the entries and a very clear and simple explanation of every operation. Provision is made for sidelines in addition to grain transactions, and the opening of a set of books should not be difficult with this pamphlet before one.



WATERVILLE UNION PLANT AT WITHROW, WASH.

The known infested areas include townships in the following counties: Massachusetts—Barnstable, Essex, Middlesex, Norfolk, Plymouth and Suffolk; New Hampshire—Rockingham; New York—Albany, Fulton, Montgomery, Rensselaer, Saratoga, Schenectady, Cattaraugus, Chautauqua and Erie; Pennsylvania—Erie.

In addition to this Federal quarantine, Missouri and South Dakota have state quarantines against the territory infested.

bushel cribbed elevator at Withrow. This house has six large and four smaller grain bins, and as only wheat is handled this is an ample number to make the necessary grade separations.

The house has a Niagara Grain Cleaner, a wagon dump Fairbanks Scale and a Type "NB" Fairbanks-Morse Oil Engine of 20 horsepower with belt and chain drives.

In 1918 it became imperative to increase the bulk handling facilities not only at Withrow, but



## A Country House With a Purpose

### Elevator at Connersville, Ind., Makes Itself an Important Factor in the General Business of the Community

**M**ANY country elevators are projected on communities without any very definite idea of the position they are to occupy beyond being a place to which farmers may bring their grain. Most of them have a very vague conception of what an elevator might be if its full utility were realized, and this makes the difference between a success and a failure or at best only a partial success.

When the Fayette Grain Company of Connersville, Ind., was organized last year by Clarence O. Wise, president; B. F. Thiebaud, vice-president, and

large bins are on either side of the elevator shaft and five small bins are overhead. On the right hand side of the driveway is the office, equipped with all necessary modern office appliances. To the left of the drive is the flour and feed warehouse, with a ratproof concrete floor. Here are kept the "Wingold" spring wheat flour, the "Enterprise" Kansas hard winter, and the "Purity" soft winter wheat flours, in all of which the company has built up a large jobbing trade in the community.

The equipment of the house indicates how fully

and has built up a large jobbing trade, as well as a direct farmer trade in these commodities.

A second elevator, located at Lyonsville, Ind., was purchased of T. O. Stanley, and no doubt in time this too will become as busy a service station as the Connersville plant. But at present Mr. Wise is putting in his time at the parent plant and will get that to a point of almost automatic running before he begins to spread his energy to the



PLANT OF FAYETTE GRAIN COMPANY, CONNERSVILLE, IND.

Earl H. Crawford, secretary, their purpose of making their plant one of the most important features of the town was well defined. It was going to be more than a loading station for farmers' grain. The company had something to sell which could be made to reach a great many buyers, and they were determined that it should be made available to the

requirements of the community can be met. First there is a Monitor Cleaner to which the grain from the wagon dumps can be sent direct, the screenings being returned to the farmer and the grade being determined on the cleaned grain. This is a practice which is becoming more general and which farmers will insist upon when they understand better the Government grades.

There is also a Western Corn Sheller; a Nordyke & Marmon 3-high roller mill for grinding feed; platform, hopper and automatic scales of Fairbanks make; a clipper cleaner for cleaning small field seed; two overhead dumps for unloading wagons but strong enough to handle the largest trucks; and a modern car dump for receiving grain by rail.

This latter is an unusual feature for a country house of the size of this one, but it exemplifies, as well as any other feature, the lengths to which the company was willing to go to make their "service" a reality and not a mere catch-word. The country around Connersville is a great stock raising section and feeds of all kinds are in demand. While the elevator does a large business in custom feed grinding for farmers, very often they do not have the kind or quantity of the grain they wish to use. So the company buys in a car of whatever grain is desired and grinds it up into feed on order. This special car order business is of considerable importance, but in addition the company keeps on hand on its own account, large stocks of ground feed, barley, corn, oats and rye. The feed grinding room is in the basement of the warehouse, and the mill admits of a wide variety in the fineness of grinding, so that every stock or poultry need can easily be met.

In addition to feed and flour, the company handles field seeds, potatoes, salt, hay, beans and straw,



CLARENCE O. WISE

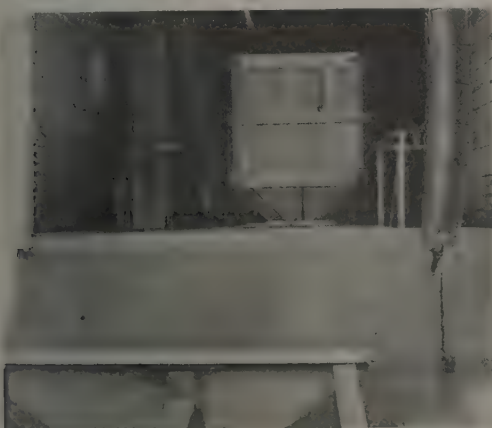
Lyonsville territory. In the meantime the elevator at the latter point is handling large quantities of grain.

Most of the stock of the company is held by farmers of the neighborhood. They know what is being done and how and why, and they are proud of the plant and inclined to boast of their connection with it, for it has demonstrated how much a part of the real heart of a community an elevator can become under proper management.

### NEW WHEAT CIRCULAR

On April 2 the Grain Corporation removed restrictions on flour sales, allowing mills to sell more than 60 days ahead if they desire. An offer was also made to buy back milling wheat sold to mills but undelivered. The circular says:

"As to wheat sold to be placed f. o. b. cars by the Grain Corporation, the delivery of which has not yet been possible the Grain Corporation will



THE CAR DUMP FOR RAIL SHIPMENTS

cancel the original sales as of the dates and at the original prices without prejudice to either buyer or seller for accrued charges or differences of any kind.

The plant consists of an elevator 36 feet square and 74 feet in height, with a capacity of 20,000 bushels of grain divided among nine bins. Two



WAGON SCALE AND DUMP

"That in respect to warehouse receipts originally delivered by the Grain Corporation to millers, or the representatives of millers, for bona fide milling use, the Grain Corporation will cancel the original sales and take back such original warehouse receipts as were delivered on such sales at the orig-



inal price paid the Grain Corporation and as reimbursement for expenses accrued, meantime, will allow the addition to the Grain Corporation resale price which has accrued since original sale, but deducting accrued storage following such warehouse receipt. The original billing delivered by the Grain Corporation to miller must accompany warehouse receipts and any money collected from the miller or his agent for such billing by the Grain Corporation will be returned.

"Any cancellations of wheat previously sold which this offer may result in returning to the Grain Corporation will be immediately for resale again for bona fide milling to other mills which may desire to assume such purchase, and at the

regular resale price basis of the Grain Corporation, which up to April 18 will be 22 cents in store above the Grain Corporation buying basis in each market.

"The Grain Corporation retains the right to deliver such new sales in the form of warehouse receipts, for which thereafter it assumes no responsibility, or in the form of contracts to put wheat f. o. b. cars at 1 cent more and for the furnishing of which cars it assumes no responsibility nor extends any guarantee; and on such f. o. b. sales the Grain Corporation will add 1 cent each 10 days, representing a reimbursement of carrying charges while endeavoring to obtain necessary cars to load. Other conditions of resale are same as contained in our resale bulletin of November 8, 1919."

## The Problem of Farmer Credits

### Noted Banker Discusses the Burden of Charge Accounts Which Handicap Many Grain Dealers

By B. F. HARRIS

**W**HEN we come right down to it, why can't more of us, or most of us, always be on time or ahead—instead of behind, or a month or more late in meeting our business obligations.

If we expect to pay for what we buy, why can't we, by more effort, catch up with ourselves, and by use of our credit or character, if we have any, just as well pay cash and get bed-rock prices, as to take 30 days or more and pay at best, a very long price.

For many months this thought, the effort to do this thing, has been agitating the merchants, manufacturers, jobbers, wholesalers, and all business men throughout the nation, but the farmers.

They are trying to get on a cash basis as nearly as possible, because if more of us don't settle up as we go, and keep our books cleaned up and our credit active, we are not going to be able to stay in business or keep prices from going still further beyond our reach.

We don't want useless dollars any more than we want useless citizens; every citizen and every dollar must work, and work effectively, and "charged accounts" are personal and public enemies, just as slackers and loafers are, in these times when the world wants efficiency and production.

So, we read in the papers every day of the town business men arranging more and more for cash, cash discounts, or time acceptance payment, by which we may pay for our purchases as we go.

It would seem that there has been no class of people, as a class, who were more apt to run bills or be slow in paying them than the farmers. The only way for the man who sold him to get even was to charge the farmer a long price. Lots of merchants who sell to farmers may only have a stock of \$5,000 or \$10,000 worth of merchandise, or implements, or what-not, but they have two or three times that amount in idle book accounts, and the farmer who buys on long-time "charged," pays for all this, including dead-beat, and bad accounts.

The farmer always felt—and lots of others like him—that he couldn't pay cash; but the way in which the farmers have absorbed tractors and automobiles that are sold to jobbers on a cash with bill of lading attached basis, has shown that they can, for the farmer has bought all of the tractors and more than 50 per cent of the automobiles.

That really tells the story, and proves that we have fallen into bad and unnecessary habits and methods in "charging things."

Generally speaking, the farmer is in a better position today, financially, than he ever was in history, and on his own account he should and must go on a cash basis as nearly as possible.

If he has the cash, he can and must buy his stuff at the best price and pay for it then and there. If he hasn't the cash in hand, then he can go to his bank and borrow the money, where the interest will be much more than paid by the saving he can make in a cash purchase. This is the plan that every town business man is now trying to work to, and one or the other of these plans should be followed.

We are hearing much also, nowadays, of the

"trade acceptance" plan where the buyer gives the seller a draft or order to the amount of the transaction, but dated 10 or a number of days ahead, the buyer writing his name and the word "accepted" across the face of it. Europe has long followed this practice. The whole point is that it is better and cheaper and safer for both the buyer and the seller to have every sale definitely settled for at the moment it is made.

This cannot be done by a book account, which later may be a question of dispute between either party and that, at best, adds to the expense and cost of both. Cash or a note or "acceptance" settles the whole matter definitely. If we borrow the cash from the bank with our note, or we give our "acceptance" which the seller can sell to the bank—the bank in either case can then use the note or acceptance, if need be, at the Federal Reserve Banks.

Thus, instead of having a great lot of money or credit tied up, useless and idle, in disputable book accounts, we have it for much needed use today, when we want to squeeze the water and inflation out of business and currency as rapidly as we can without a panic or undue injury to any of us.

The money the farmer and the rest of us owe to merchants and dealers, and which is charged on their books, is absolutely dead, inactive capital. It is of just as little use in serving business as is money that is locked up in a safety deposit vault. The \$5,000 or \$25,000 of charge accounts on each merchant's books that you and I help to swell are adding that much dead, useless load and friction to our financial machinery.

If you and I should settle those accounts at once, and all future purchases were for cash or a note or acceptance—then every one of those dollars would become a fighting, business dollar, and help reduce costs, prices, and interest rates for all of us. The note or acceptance we give represents our credit—our promise to pay. The merchant and the banker then, in their turn, add their credit to ours—their promise to pay—each guaranteeing and strengthening the other; and, until the note is due, the Government Federal Reserve System will take this note and issue, in exchange, its promise or note to circulate as cash. When our note becomes due, then it and the Government bank note are cancelled, and we are all on a cash basis.

Look over the paper money that comes into your possession and see how much of it, instead of bearing the statement, as all our money used to—"United States will pay to bearer"—you will see that this statement is now prefaced with the statement that the bill is a Federal Reserve note. That means that that particular note is issued on the basis of the ordinary note of hand, given by reputable farmers, merchants and business men throughout the nation, and that the Federal Reserve Bank holds these notes, with the endorsement of some member bank of the Federal Reserve, together with 40 cents in gold for every dollar that the note calls for.

Due to the war situation and the immense amounts of money that we have had to raise, there

are very many more of these notes than we would like to see. If we can all produce to our utmost and save, we can pay off and withdraw a lot of these notes that the Federal Reserve Bank has, and so reduce this Federal note currency.

If the farmer and all the rest of us will follow the plan of trying to get on a cash basis, and settle each transaction with cash or a note, we can save from 10 to 30 per cent in our purchasing, in addition to the satisfaction of paying as we go, and we will go further and have less to bother us when we get there.

The farmer and the banker must get closer together; the farmer must use the bank more and owe nobody but the bank, and he will be far better off in every way. Of course, there are some narrow-minded banks, just as there are the same kind of farmers, but most bankers are anxious to serve, and can't live and prosper if they don't work for the community's interest.

When the farmer tries to use the grain dealer or merchant as his banker, expecting them to carry him on their books, they are bound to figure in either an ample margin or a good rate of interest or both, to cover all their losses and the interest they pay. The farmer may not realize it, or it may not be itemized in his bill, but it is there just the same and it ought to be, or the merchant would go broke.

## THE COST OF HANDLING GRAIN AND THE PROPER MARGIN\*

BY H. H. POTTER

Cost of handling grain will vary according to money involved in the plant, average amount of capital involved in the business, amount of grain handled, salaries paid, condition of equipment and the efficiency of employees. The manner in which your plant is equipped and the efficiency of your help make a great difference in the handling of grain, for handling grain doesn't mean just weighing, dumping and running to the car. Equipment of your plant has something to do with your shrinks and shrinks are a big item to take into consideration, both visible and invisible, and the invisible is usually the one that gets the manager's goat, especially where his plant is equipped with a dryer, as the invisible will run from 1 per cent to 1½ per cent, according to the amount of moisture he is trying to eliminate.

The grain business has always been more or less of a speculative game and probably always will be, for the condition of the spot market in relation to the bids or futures makes it absolutely impossible for a manager always to be safe; in other words, a manager has to try and anticipate the market. The manager that will follow a spot market too closely without any protection is playing with fire and is liable to get burnt. I will agree that the manager who carries out this kind of business successfully always makes the best showing; but the one that has made a bad guess always makes the worst, sometimes to the utter sorrow of the company.

Speculation is usually brought about by either wanting a larger profit or many times I think by not having sufficient margin in the first place, with the result that you have to look for a place to get out. Other causes might be over-enthusiastic competition, difference in views on the trend of the market, business spite-work, or absolute indifference or ignorance of the cost of handling grain.

The figures I have taken for example on the cost of handling grain are taken from our last year's audit and are a fair sample of the large volume of business when you take into consideration the cost of equipment and the overhead involved. These will vary according to the amount of business and usually the smaller the volume of business the heavier the overhead per bushel.

In taking my shrinks I have tried to take a fair average and the manager that can hold his shrinks to 1 per cent on wheat, three-fourths of 1 per cent

\*Excerpts from address delivered at the recent convention of the Farmers Grain Dealers Association of Indiana at Lafayette.



on corn, and one-half of 1 per cent on oats has nothing to be ashamed of in his report. Figures for this season will probably run somewhat higher than these, as salaries are on the increase, as well as everything else. I might also add that careful inspection of grain cars before loading and proper coopeage will eliminate a great deal of your shrink.

No two years are alike in the grain trade, for the quality of grain varies and a market overstocked with off-grade grain will get so far away from the point of margin that you started with that you may wake up with a heavy loss. The only remedy for this is to creep before you walk, or feel the market out. This will hold good in regards to your shrinks, as the tossing of off-grade grain to keep it in condition, even without a dryer, will soon show up a heavy percentage of shrink.

Cutting out the speculative side of the grain business and paying as close to the market as has been done in some parts of Indiana in the last three years will spell financial ruin to some companies when the market gets back to earth, and the trend is steady to lower instead of steady to higher as it has been for the last few seasons.

Here are the figures to show costs:

1. Book value of elevator less depreciation.....	\$18,487.57
2. Cash capital averaged required in handling grain .....	10,000.00
3. Bushels of grain handled—	
(a) Wheat .....	76,826
(b) Oats .....	269,125
(c) Corn .....	82,245
Cost, .....	\$160,880.78
Cost, .....	174,525.77
Cost, .....	102,158.21
Total .....	428,196
Expenses Itemized	
4. Labor, including manager's salary.....	\$ 5,711.62
5. Power, oil and waste, etc.....	684.76
6. Insurance on plant and grain.....	748.25
7. Taxes, State, County and Municipal....	164.61
8. Incidentals, Leases .....	10.00
9. Interest on investment in elevator—	
\$18,487.57—6 per cent .....	1,109.25
10. Interest on average grain capital—	
\$10,000.00—6 per cent .....	600.00
11. Depreciation in plant, machinery, etc..	1,018.62
12. Upkeep, repair of plant, machinery, etc.	1,077.78
13. Miscellaneous expense not otherwise stated .....	300.00
14. Actual total expense in handling all grain .....	\$11,124.89
15. Total shortages a/c shrinkage, wagon to destination x:	
(a) Wheat, 768 bu.; oats, 894 bu.; corn, 615 bu.	
(b) Value of shortage: wheat, \$1-621.03; oats, \$574.08; corn, \$768.75;	
Total .....	\$ 2,963.86
17. Expenses per bushel, less shortage x, cents	.0266
18. Shortage in handling and in transit per bushel x, cents.....	.0069
19. Total expense per bushel, including shortage, x, cents average.....	.0335

But all grains are not handled on the same percentage of cost as the difference in the price of the commodity, difference in the shrink, both visible and invisible, amount of time required and power to handle them as you will notice from table given as follows:

WHEAT—	
Handling not including shrink.....cents	.0266
Shrink figured at basic price 1%.....cents	.0211
Commission .....	.0226
Interest on drafts, inspection and weighing .....	.008
Making a total of.....	.0783
OATS—	
Handling, not including shrink.....cents	.0266
Shrink figured at cost of 64 cts.....cents	.0032
Commission weighing and inspection .....	.0083
Total of .....	.0381
CORN—	
Handling, not including shrink.....cents	.0266
Shrink .....	.0094
Commission weighing and inspection .....	.0155
Total of .....	.0525

To all these estimates you must add your freight and the war tax. This is one subject that a manager usually knows.

These are the figures on the cost from my point of view, and in comparison with other cost sheets I have had the privilege to examine compare very favorably, but you will notice that there is a large amount of business for the overhead. The average elevator in Indiana will run from 100,000 to 125,000 bushels and they are required to carry an overhead equal to the handling of 200,000 bushels or more, so I think a great many plants will find their overhead equal to twice mine unless they cover it by having side lines. To the prospective purchasers or builders of elevators, be sure you have business enough to justify your overhead for two elevators operating with only business enough for one.

It is a hard problem to give any fixed rule as to

proper margin on grain, due to the difference in different years as to quality and price, but I think one of the first considerations should be the cost of the commodity. The figures of the Government given as a suggestion of the profit on grain are somewhere near right, that is: 2 per cent net on the turnover of business on a large volume, and 3 per cent net on business with less volume.

Some may raise the question that you have figured the earning of interest on capital involved in making your costs. In my opinion this is correct. Money should be worth 6 per cent to anyone or you don't figure it in the same light that the New Hampshire mountaineer did. He had a nice strip of mountain timber and the work of getting it to mar-

ket caused him to investigate the possibility of putting in a sawmill, so he wrote to Montgomery Ward & Co., Chicago, Ill., the probable amount and size of his timber and asked for prices on a mill that would take care of it. In due time he received a nice typewritten answer stating a sawmill like he would require would cost \$1,500. Then this fellow was peeved. This is something in the way he wrote back to them. "Montgomery Ward & Co., Dear Sir—You don't need to print your letters to me for I will give you to understand I can read writing, and besides if I had \$1,500, what in the hell would I want of a sawmill."

However, the difference, if you eliminate the interest, amounts to less than four mills in the cost.

## The Grain Elevator in the Cotton Belt

### The Pioneer Elevator Builder of the Southeast Gives us a Bit of its History—Distrusted at First, it has Proved a Boom to the Farmer

By W. L. BRANDON

FROM a section which always shipped in a large part of its grain to a section which now annually ships out a great quantity is the record of the Southeast for the past few years, and in the making of this record the elevator has played the most important part.

Several factors were responsible for the change from a one crop country to a country of wide diver-

much corn was sold from necessity, owing to the failure of any other money crop.

For this reason many said that the elevator would hurt the country because the farmer would sell his corn at a lower price in the fall than he would be compelled to buy it back for in the spring on credit. Also, many said that the corn of the South was unfit for shipment or storage owing to



FIRST OF THE BRANDON ELEVATORS IN THE SOUTHEAST, AT MARIANNA, FLA.

sification. Perhaps credit should be given first to the boll weevil, whose advent sealed the doom of the cotton industry as the South's chief money crop. But the country now looks back with but little regret to the time when the entire cycle of life for the Southern farmer was to plant cotton with which to make money with which to buy mules with which to plant more cotton with which to buy more mules, while the crop mortgage covered Dixie like the dew and the slavery of the small farmer to the supply merchant was more abject than the bondage of the negro before the Civil War. The year 1914 saw the beginning of the World War and cotton worth 5 cents per pound, and the poorest man was the man who had grown the most cotton. This was the last year that the weevil permitted a full crop; 1915 saw his advent and 1916 brought 90 per cent loss of all cotton planted in the section. This was the year that the first grain elevator was built in the Southeast.

Selecting the greatest cotton country in Florida as the place for the experiment, we built an elevator at Marianna in Jackson County, practically in the corner of the three states of Florida, Georgia and Alabama. Despite the unprecedented flood conditions of that year the receipts of corn at the elevator were such as to assure its success from the beginning, though it must be confessed that

the softness of the grain and the prevalence of the corn weevil.

It took but one season to prove that corn can be grown here for a money crop as well as for home consumption, and it required but one shipment of Southern corn to the Chicago market to show that it was the equal of any corn produced in the great corn growing states. This fact was properly attested by letters from the dealers complimenting us upon the grade and quality of the grain.

The establishment of a ready cash market for corn at Marianna quickly converted the selling conditions from the barter and trade basis where the price was fixed by local demands to those prevailing in the real grain states, where a load of corn was certain to command a proper cash consideration, the seller putting the proceeds in his pocket and trading where he pleased for cash. The amount of money in circulation increased proportionately, trade with the merchants became better and after a brief trial no one would consent to go back to old conditions.

The future of the elevator was assured, and the future of Jackson County, Florida, as a grain county was likewise assured. Naturally there followed the diversification consequent upon the breaking away from one crop. Stock raising was given an impetus, many blooded cattle and hogs were in-







and is lost than is the case where a carefully-devised suction system is used. Nearly all this dust can be caught and retained. It is only necessary to have a suction at the various points just sufficiently strong to keep the dust from escaping and only drawing the very lightest to the fan. It has been shown by tests that by keeping this dust within limits and drawing to the fan, insuring a clean and dustless elevator, that the dust removed from the grain was of such a small quantity that it could scarcely enter into the computation of the weights of the total grain. Besides, this dust drawn out was saved and could be disposed of at some profit.

The question is asked: "Can an elevator be made dustless?" I would say "Yes, or rather nearly so," for it is impossible to have a mill, elevator or any other plant handling grain or its products absolutely dustless. Many elevators that are now considered very dusty could without much effort be fitted so as to make comparatively little dust. It would take considerable space to enumerate the faults and conditions quite commonly found. Suffice it to say that in nearly all elevators that make a great deal of dust, the dust proposition could be taken care of, at least to the extent of cutting out more than half the dust that is now produced, and that at little expense.

A plan is here presented of what the writer conceives to be an elevator as nearly dustless as is possible to make it. No cleaning machinery is shown, the idea being merely to show the dust gathering system which in some of its features is, I believe, entirely new. The bins or tanks are open. Many elevator men prefer open rather than closed bins, believing open bins the best for storing grain and keeping it in better condition.

The system is simple enough. The battery of tanks may be of any number in length or width. The end view shows a section comprising two rows of tanks, with the belt conveyor and trip above the tank and a belt conveyor and loading carriage below the tank. Directly over the trip and under the roof is a suction trunk connected to the fan shown in side view. On the working floor directly above the loader is a similar suction trunk connected with the same fan. The fan blows the dust into a large dust collector on the roof.

Wheat or other grain is unloaded from the car into the dump *D*, a grating being over the intake, and at this initial point the removal of dust commences. What looks like a fore-and-aft sail is a flexible receiving hood made of canvas. This hood is as wide as the intake of dump and of the car door. The bottom extends down to the top of the dump and a flap extends in the front nearly to the bottom of car. This bottom has a spar or boom and a little above this another boom extends the canvas side out to within a few inches of the car. At the top is another boom that extends the top part out, to which the top of the hood is fastened. The suction trunk is extended to the outside and the top of hood attached to a stub spout. At the top a flap extends down a short distance so as to prevent a suction from the outside immediately at the top. The grain is scooped or falls from the car into the dump and the dust made here is immediately removed, the hood retaining it and preventing its egress. This receiving hood can be folded up out of the way when not in use, as indicated by the dotted lines.

At *H* is another hood connected by the trunk to the main. This can be opened so as to cause a suction to act on the boot, removing dust that might otherwise escape. From the boot the grain is elevated and spouted to the loader *L*. There is a suction attached at the top and discharge end of elevator head. This suction trunk is flared so as to extend back a short distance and the full width of head.

This method insures a wider distribution of the air current, which will be more gentle than where there is only a hole the size of the pipe, which concentrates the air and is more likely to draw out grain. A valve or damper *d*, regulates the force of the current applied. At every point along the trunk coinciding with the center of the various tanks, is a stub suction spout with a loose sleeve that con-

nects this stub to the suction attachment carried on the trip, as will be seen on both side and end elevation. This suction pipe extends on both sides of the trip to the center line of the tanks.

At the end the pipe turns down and at the extremities a cowl or hood is attached; this extending over the tank. A cowl also extends over the top of trip, to remove any dust made at this point. There is a cowl over the loading carriage just over the spout. Dampers or slides, designated by *d*, are located at the various sections of the trunk and at the stub spouts, these to shut off suction when not connected to the trip attachment. When the trip is unloading into one tank, a damper in the pipe on the opposite side shuts off air from the hood not in use. When not necessary, the air can be shut off from the full length of trunk, restricting the suction to the point where the trip is unloading. This arrangement is also carried out in the same manner below.

Since the suction pipe and hoods or funnels are attached to and carried by the trip to each distributing point and provision made to attach to the main trunk, a pair of hoods serve for any number of tanks to which the belt discharges. As the grain is discharged from the trip into bin, the dust that arises is drawn up into the hood. Just enough cur-

nels. More than 2 per cent of straw-colored, yellow, red, or any other color puts it in the "mixed" class.

If the corn is husked before shelling, ears containing colored kernels can be sorted out and used for feed on the farm. The best way, however, to have white corn for market is to plant only pure white seed.

## DAVENPORT'S NEW PLANT

The Merchants Elevator Company of Davenport, Iowa, is prepared to take care of the increased volume of business which has come to them, and the more that is anticipated. The recent completion of their new concrete elevator adjoining the old plant, doubles their storage capacity and adds immeasurably to the handling speed and convenience.

Both the old wooden structure and the new concrete annex have a capacity of 325,000 bushels, a total of 650,000 bushels. The two houses are connected by overhead spouts and underground conveyors so that the two make practically one unit so far as handling and storage is concerned.

The elevators have direct connections with the



NEW AND OLD PLANTS OF THE MERCHANTS' ELEVATOR COMPANY, DAVENPORT, IOWA

rent is allowed to hold the dust within the precincts of the hood. A hood above the loading carriage draws up dust from the grain being drawn from the tanks. This hood, like that above, is attached to the carriage and moves with it to the unloading points of the tanks. At the discharge end of this belt conveyor there is another hood, *H*, mentioned before, which takes care of the dust made there.

It will be seen that at every stage where dust is liable to occur, means are provided to remove it at once. It will be further noticed that at each of these points the force of the air can be regulated to suit each condition. At no point will the suction remove anything but the lightest dust. All the dust removed goes to the dust collector and can be recovered.

This drawing shows concrete construction, hence fireproof; and with the system of dust removal, is practically immune from dust explosion. Only one fan is shown to take care of all the suction, but the fans may be distributed at certain points.

## PURE SEED, THE ANSWER

Farmers in the Southeastern States are losing money because so much of their shelled corn grades "mixed," according to reports received by the Bureau of Markets, United States Department of Agriculture. It grades "mixed" because of the large percentage of straw-colored kernels which it contains.

The demand in this section of the country is for white corn for making meal and grits, and millers will usually pay a premium to get it. To class as "white" under Federal standards, corn must contain at least 98 per cent by weight of white ker-

nel. More than 2 per cent of straw-colored, yellow, red, or any other color puts it in the "mixed" class.

The new house, which is a complete unit in itself and not merely additional storage for the old plant, was built by the Burrell Engineering & Construction Company of Chicago. It is electrically operated with four General Electric Motors of 15 to 30 horsepower each, while the old house is driven by steam, with a 150-horsepower Corliss Engine and a 200-horsepower Kewanee Boiler. Rope drive it utilized, about 800 feet being necessary to move all the operating machinery.

The equipment of the plant includes four grain cleaners of Barnard & Leas and Silver Creek make; an Ellis Bleacher of 15,000-bushels' per day capacity; two Clark Automatic Unloading Shovels; two Fairbanks Track Scales; one Hess Conditioner; one Silver Creek Oats Clipper; two rubber belt conveyors about 400 feet in length. The old house is protected with automatic sprinklers. The new house is arranged so that grain can be received either from the old house or through the new house, and can be stored in either or both. It is also arranged so that the grain can be transferred from the new to the old storage, and from the old to the new.

The elevator handles about 6,000,000 bushels of wheat, rye, oats, barley and corn each year, and is quite confident that this amount will be augmented.

The Merchants Elevator Company has long been well and favorably known to the trade. H. D. McCord is president; T. M. McCord, vice-president; A. E. Cobb, secretary; and W. H. Holliday, manager of the Davenport plant.





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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., APRIL 15, 1920

## LOWERING THE WHEAT STANDARD

IN RESPONSE to demands from Northwestern farmers, the Secretary of Agriculture held a hearing at Chicago on April 2, to determine the advisability of revising the wheat grades. A proposal had been submitted providing for six changes in the hard red spring and durum wheats, among them that all grades be reduced one pound in weight; and that all grades Nos. 1 to 5 inclusive, contain 15 per cent moisture. It is quite evident that the Northwest wants, not a revisal of the grades, but simply that all their wheat can class as No. 1.

Last year the crop suffered by drought and much of the grain was light weight and therefore was discounted, but the 1918 crop was more normal. In that year from July 15 to December 31, at Minneapolis, 49,250 cars of wheat were inspected by the State Department. Of these 49,250 cars, 23.80 per cent was classed as dark northern spring; 72.80 per cent as northern spring, and 3.40 per cent as red spring. Regardless of class, the grades on the total cars were: 71.90 per cent No. 1; 14.40 per cent No. 2; 8.10 per cent No. 3; 3 per cent No. 4; 0.80 per cent No. 5; 1.80 per cent sample. Therefore 94.40 per cent graded No. 3 or better.

The effect of weight is shown in recent experiments of the Milling Division of the Bureau of Markets. It took 4 bushels 29½ pounds per barrel of 62-pound wheat; 4 bushels 38 3/5 pounds of 57-pound wheat; 4 bushels 52½ pounds of 53-pound wheat; 5 bushels 16 pounds of 50-pound wheat. Other test weights take their place in this diminishing scale.

The last word on the moisture and keeping quality has not been said but the above figures

show that the moisture test of the grades is not onerous. In fact there does not appear any reason at all why the grades should be changed at all before they have had a thorough test under competitive market conditions, and we trust that Secretary Meredith will so decide.

### MORE INVESTIGATIONS

THE Senate committee appointed to investigate the Grain Corporation, consisting of Senators La Follette, Reed, Gronna, Kenyon, Lodge, Fernald, McNary, Smith, Pomerene, Jones and Walsh, no doubt begins its task without prejudice, determined only to find the truth. They wish to determine why the farmer did not receive more money for his grain. The acknowledged animosity of La Follette, Reed and Gronna toward the Grain Corporation will insure a very thorough inquiry into the Corporation's affairs, and when it blows over there will be no charge of "teacher's pet" tactics.

On the other hand corn speculators on the Chicago Board of Trade are under scrutiny of a grand jury to determine whether or not there was a corner in May corn during March, 60 days before closing date for the options. The jury is curious to know why grain prices are so high. It wouldn't be a bad idea for the Senate committee and the grand jury to get together and decide, first of all, whether grain prices should be higher for the benefit of the producer, or lower to help the consumer. This particular pail of water cannot be carried on both shoulders at the same time.

If there has been unlawful manipulation we wish the committee and the jury success in finding it out. If conditions are the result of natural economic laws, we devoutly hope that the investigators will discover the fact speedily, and not continue to play politics with the most important trade in the country.

### COST OF HANDLING

ALTHOUGH the Grain Corporation will soon relinquish all control of the trade, it will be no less necessary to know what it costs to handle grain now than it was when your weekly operations and profits were being checked up by Federal agencies. In fact it is more necessary now than before, because you are up against a much more dangerous condition. This is the open season for political sharpshooters to bag anything and everything that might bring them votes.

The farmer vote is a fat prize for any candidate or party, and there are unfortunately plenty of politicians willing to appeal to his cupidity or prejudice with an utterly indifferent regard for the truth. The most obvious point of attack is the so-called middleman.

In a Chicago paper recently was a cartoon showing a long tube. At one end was "consumer," pushing in a large sack of money; at the other end was "farmer" receiving a mere dribble of small change; and between the two was "middleman" getting most of the money through a trap door in the tube. It was cleverly drawn and made its point, but every grain dealer knows in how false a light it presents the grain business of the country. Compare, for instance, the cost of coal at the mine, with the cost to the consumer; and then compare the

price a farmer receives for his grain and the cost to the miller or stock feeder. Every other commodity will show a very much wider margin than grain and yet you will find in the next six months that the grain dealer and boards of trade will be subject to continuous attack, not because the dealer is unfair but only that the politician can tell the world his deep interest in the farmers' welfare.

It makes us all sick, to be sure, but it is just a part of the political bunk that we must expect to hear this year, and the trade must be on its guard to refute the unjust charges that are made, with actual figures which will show how small their margin really is. To this end we recommend the article by H. H. Potter of Rensselaer, Ind., in this issue.

### NEW RULES OR BETTER SERVICE

THE disorganization of mail and telegraph service, which seems to be growing worse all the time, will necessitate new trade rules and railroad regulations, based upon the delays that are constantly encountered in the daily transactions of the trade, unless conditions are soon remedied.

Modern trade practice has been built upon the assumption that reasonable service might be expected from the telegraph and telephone companies and from the department under the Postmaster General. But reasonable service is not forthcoming. How long is the business of the country to be hampered by the gross inefficiency exhibited in the post office and the telegraph companies? The Postmaster General seems interested only in making a creditable financial showing for his department. Postal employees are miserably underpaid and as a consequence the morale of the department has practically disappeared. It used to be a matter of pride to clean up each day's work; now an accumulation of unsorted mail doesn't arouse a ripple of interest or concern.

Business men are ready and willing to pay the price for service and are not interested in the cut to 1-cent postage for drop letters so long as delays of 24 to 48 hours in delivery are of common occurrence. They would much rather pay a cent more and be reasonably sure of receiving their mail when it was due.

Wire service is not so bad as postal, but it is bad enough, and the trade should make a united protest against the impositions.

### TO RETURN EXPORT TAX

WHILE the regulations governing the return of the taxes paid on export wheat are, on their face, so involved in red tape and minutiae that no shipper could comply with them, the Department of Internal Revenue has assured the committee of the National Association that "No record is needed beyond the country shipper." All the necessary information can be obtained from the Grain Corporation or the seaboard buyer who subsequently disposed of the wheat to the Grain Corporation for export.

The simplest remedy for the situation would be for the Grain Corporation to refund the tax on all shipments which were bought for export, then the Corporation could adjust the matter with the Internal Revenue Department from the



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records in its possession. This the Corporation will be asked to do. One of the Eastern markets has taken upon itself to collect for shippers all of the export taxes paid on wheat sent to that market. It is a comparatively simple matter to make out these claims when one is accustomed to it, but it is a laborious task for each individual shipper to collect all the necessary information and make out the claim himself. This Eastern market has set a pace which other markets and the Grain Corporation should follow. Eventually, it appears, all the claims will be paid.

## A DANGEROUS CONDITION

**B**ECAUSE of factional fights among the leaders of the railway brotherhoods for control, the business of the country is practically paralyzed. A strike which started among a few rebel switchmen at the Union Stock Yards in Chicago, contrary to their agreement, has extended practically all over the country, crippling transportation everywhere. As it is an outlaw strike, trains are operated with more or less irregularity, for the loyal men of the brotherhoods are doing their best to break the strike and to obtain an advance in wages through the machinery set up in the Cummins-Esch Bill.

In the meantime grain, coal and livestock movement has practically ceased and there is no way to predict what the end may be. We will simply wait until the unions settle the controversy as to who shall control, the radical element which sees in the strike the shortest means to its end, or the conservatives who are willing to abide by the lawful process for betterment of conditions.

This is the sort of thing which is likely at any moment to precipitate a crisis in our National affairs and to overthrow the best laid plans for gradual readjustment to normal. It is the greatest danger in the country today and the thing we must fight by precept and example at every opportunity.

## NEW YORK OR UNITED STATES

**A** GAINST the desire and ambition of the entire territory tributary to the Great Lakes, New York has set in motion every possible agency to defeat the improvement of the St. Lawrence which would make of the Great Lakes a new Mediterranean and open to our inland ports the direct commerce of the world.

New York claims that in the State Barge Canal it has an agency which can be made to fulfill every purpose of the St. Lawrence route, and that the plans of the latter are not practicable. In answer, the friends of the St. Lawrence Canal route point out that New York is the worst port in the world, so far as its handling facilities are concerned. Its grain elevator equipment is entirely inadequate and with little chance of material betterment.

So far as the feasibility of the St. Lawrence project is concerned, it has been stated that an engineering company has offered to bear all the cost of constructing channel and locks for the power rights which the locks would develop. This does not appear as though the

scheme lacked practicability. In fact the whole argument puts New York in a dog in the manger position of not being able to handle shipment economically itself, but not wanting them to go anywhere else.

## ARE YOU ON A CASH BASIS?

**R**ECENT letters from grain dealers in several states disclose the fact that the subject of farmers' credit is causing a great many gray hairs and wrinkles. The majority of country elevators carry side lines of commodities to sell to farmers. When the farmer brings his grain to the elevator he gets a check for it forthwith, but when he buys anything from the grain dealer he is too apt to charge it or to give a note which the elevator company holds till due. This is neither good business nor a square deal and it leads to many undesirable complications.

On another page of this issue, B. F. Harris of Champaign, Ill., probably the most widely known country banker in the country, tells some of the evils of this system and suggests a remedy. This remedy is right in theory, but in individual cases it presents many perplexing questions requiring patience, tact and firmness to put into execution. We present it at this time because it seems to offer one of the most fertile and useful subjects for discussion at the various grain dealers association meetings. A great deal of help can be obtained if dealers who have succeeded in doing away with charge accounts can be induced to relate their experiences on the floor of the convention.

## A NEW SERIES OF ARTICLES

**A** SHORT time ago a state weighmaster made the statement that, while other devices had been put on the market to check weights on grain scales, none of them had attained to the popularity accorded the Double Entry Beam. He stated further that in every single instance in which his official position had brought him into court in connection with short weights, the Double Entry Beam won out.

This sounded so promising that we obtained from the inventor of the Double Entry Beam, J. A. Demuth, a series of articles describing the beam and the way it was introduced. The first of these articles appears in this issue under the title "Business versus Efficiency." It detracts nothing from their technical value that Mr. Demuth has a pleasant conversational way of telling his experiences, and has drawn a good character sketch in "Old John," the first victim convicted by the Double Entry Beam. We feel sure that the articles will prove of interest and value.

## GOOD ROADS AND GOOD SENSE

**T**HE program of the Horse Association of America includes an immediate campaign against the present plan of road building on the ground that smooth, hard-surfaced roads are a menace to the life and limb of the horse.

It seems a pity that an association with as useful a purpose as this should waste its time in trying to make Father Time emulate Rip Van Winkle. It cannot be done. Outside the

limits of the larger cities the public highways have become adjuncts of the railroads. The motor truck is not the rival of the horse but of the way-freight. The railroads are inadequate. Supplementary transportation facilities must be encouraged and promoted or the natural growth of the nation will be retarded. This applies to water traffic as well as to highways. Highway, waterway, railway—the triumvirate of modern transportation, all must be of the best and most efficient construction. The comfort of the horse can have no bearing on the question compared with the prime considerations of road building—to enable vehicles to travel as far and as fast and with the least jar possible. In congested city traffic and on the farm are the acknowledged domains of the horse and will probably always remain so. In the cities the elimination of unnecessary noise is becoming a serious study and road surface is of bearing on the question. But of one thing the Association can be certain modern tendencies of road transportation will not be altered by their importunities.

## A MATTER FOR CONGRATULATION

**I**N THE past six months the National Association has received applications for 343 new direct members. It wasn't very many years ago when the entire membership would hardly have exceeded that number. A booster campaign has been on, and full credit should be given to D. M. Cash who secured 69 new members, Alex W. Kay with 46, and the others for the work they have done. These records are remarkable and will probably be bettered before the year ends, but there is something back of the figures other than the pep and perseverance of the boosters.

The fact is the National Association is "sold" to the trade, to use a current advertising phrase. It has demonstrated its value in so many ways that dealers, large and small, cannot but recognize its importance to them and have felt the call of duty in its support and the desire to share in its deliberations. It is doubtful if any trade association touches more intimately the business life of its members than the National Grain Dealers Association. Its committees concern themselves with questions of daily moment to every grain dealer, and the wisdom, tolerance, and sense of justice which these committees have shown, have given them good standing in the high places. In short every department of the Association is functioning 100 per cent and the loyal financial and moral support of every dealer is no more than should be expected.

Wheat growers of Washington, Oregon and Idaho are organizing an association, members of which pledge themselves to sell their wheat for six years only through the selling agency of the association or Farmers Union as it is called. When the books of the Union are closed the farmers will find that they received for their wheat no more and no less than they would have received in the regular channels. Farmers would quickly learn that the handling margin on grain is the lowest of any commodity, if politicians and other demagogues with an ax to grind did not continually gum up the issue for their own advantage.



## EDITORIAL MENTION

Present condition of fall sown grain is low, but good weather may still make a bumper crop of it.

It is reliably reported that there is a man who did not make one mistake in 50 years. The man died just 50 years before this record was completed.

The Japanese beetle has joined the European corn borer in an attack against American corn. Perhaps they are bolshevist bugs and have heard that "corn is king."

The ships that carry Grain Corporation flour to starving European countries and Armenia will also carry undesirable aliens. This is fine for us, but it is a mixed blessing for Europe.

The Agricultural Appropriation Bill is engaging the attention of Senator Gronna and the other members of the committee which will investigate the Grain Corporation. The fireworks will probably start next month.

This issue of the "American Grain Trade" goes to press on April 14 as usual and is mailed on April 15. After that it is up to Mr. Bursleson and his post office. If the paper is delayed you know where to put the blame.

Secretary Meredith says it is hard to keep the good men in his Department for the salaries the Government is willing to pay. The Government seems to find no difficulty in keeping plenty of men in some of its departments, regardless of salary.

Instead of an enormous surplus used principally to breed mice, Australian wheat is now reduced to the point where the Government is conserving the 75,000,000 holdover and the 37,000,000 bushels new crop. The Wheat Board has discontinued making sales abroad.

The investigation into the alleged corn corner in Chicago is taking the Department of Justice into practically all of the large corn markets. A great deal of unnecessary work will be done and then, several weeks hence, the whole proceeding will be dropped as quietly as possible.

The farm labor situation is undoubtedly acute, but reports do not indicate a decrease in food supply to a point which threatens our domestic economy. Henry A. Moehlenpah, member of the Federal Reserve Board, in a recent utterance from Washington, apparently sees the situation in a grave light, and demands that "money and credits should be mobilized and swung to the weakest place in our whole economic program and put behind the farmer in sufficient amount as he goes to his summer's work, to make it possible for

him to make good in the task we have laid upon him." Even if there is not present danger our surplus cash is much better utilized in putting our farms on an efficiency basis, than in speculating in commodities or promoting wild-cat schemes.

President Goodrich departed from the usual channels in his address before the Western Grain Dealers Association. In these days of political bunk spilled for a purpose, it is a relief and a pleasure to hear some straight-out, rock-bottom Americanism, given without fear or favor. More power to him.

The Wheat Export Corporation is responsible for the statement that New Orleans shipped more grain to Europe during the war than any other port in the country. And yet, with all its splendid facilities, the New Orleans Public Elevator received hardly enough grain by Mississippi barges to make up a cargo.

Senator Capper and Representative Tincher of Kansas have introduced bills providing for the Secretary of Agriculture to hear all claims of losses on wheat and pay those that are valid. The bills include farmers who did not dispose of their wheat before the wheat price was fixed. There seems little chance at present of the bills passing.

The Government has \$300,000,000 to loan the railroads, but the roads need again as much. The balance they will have to get from private investors and will have to bid high for it. Anything that returns less than 7 or 8 per cent interest receives little attention these days. Just how are utilities to meet this interest without excessive charges for service? It cannot be done and we will have to pay the charges until the balloon bursts.

A communication in this issue relates what is believed to be the first business trip ever conducted by a grain dealer in an aeroplane. The conditions leading to the trip were peculiar and the aeroplane was resorted to in an extremity in which rail, telephone and telegraph all failed, but the success of the venture was so pronounced that it is not forcing a prediction to anticipate many others of like nature in the near future. The Highland Grain Company of Grand Island, Neb., is to be congratulated on the enterprise shown in its pioneering exploit.

Bread is subsidized in Italy and in 1918 the cost to the Government for this service was 3,000,000,000 lire. We don't know just how much real money that is this morning, but it is plenty. With bread the cheapest article on the bill of fare the consumption has increased over 20 per cent since the war ended. The domestic consumption of grain has increased about 100,000 tons per month over the 1914 average. It is officially stated that Italy needs 250,000 tons of foreign grain per month. At the same time we learn that

France has resumed a substitute wheat diet, and that everywhere in Europe the demand for breadstuffs would far exceed the pre-war requirements if the grain were available. It doesn't look as though our forthcoming crops will go begging for a buyer and moreover it looks like a sellers' market.

Minnesota state politics seems to be the foundation for the recent complaint on the Federal wheat grades. Secretary Meredith no doubt is better informed on the subject now than he was before the hearing at Chicago. He need not have gone beyond the records of the Bureau of Markets and the Office of Grain Standardization to find a complete answer.

Why, asks J. A. King, should anyone hesitate to provide his elevator with lightning rods, when we consider that one-fifteenth of the property destroyed by fire is caused by lightning, and that reports show 99.9 per cent efficiency in rodded buildings? We don't know why, Mr. King, but the fact remains that many hesitate and many refuse point blank. Rodding is about as cheap insurance as it is possible to buy.

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

of the "American Elevator and Grain Trade," published monthly at Chicago, Ill., for April 1, 1920.

State of Illinois, } ss.  
County of Cook.

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator and Grain Trade" and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Mitchell Brothers Publishing Company, 431 South Dearborn Street, Chicago, Ill.; editor, Richard Pride, 6204 Lakewood Avenue, Chicago, Ill.; managing editor, H. H. Mitchell, LaGrange, Ill.; business manager, A. J. Mitchell, 4820 Kimbark Avenue, Chicago, Ill.

2. That the owners are:  
A. J. Mitchell, 4820 Kimbark Avenue, Chicago, Ill.  
A. H. Mitchell, 4820 Kimbark Avenue, Chicago, Ill.  
M. B. Mitchell, Ottawa, Ill.  
M. W. Mitchell, Washington, D. C.  
John E. Bacon, 4546 Clarendon Avenue, Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

A. J. MITCHELL,  
Business Manager.

Sworn to and subscribed before me this 24th day of March, 1920.

[SEAL.] W. F. WARRICK,  
Notary Public.  
(My commission expires May 8, 1920.)



J. F. RYLEY  
Baltimore

## NEWS OF THE TERMINAL MARKETS

FRANK WITT  
Indianapolis

### GOOD WORK

The directors of the Chicago Board of Trade have petitioned Congress to take the necessary steps at once to pass such legislation as will be necessary to increase the \$300,000,000 fund to be loaned the railroads to \$600,000,000. The purpose of the money is to procure new equipment and motive power, the absence of which is preventing the free movement of foodstuffs to market.

### THE BOARD IS RIGHT

The Board of Directors of the Philadelphia Commercial Exchange recently passed a resolution directed to Mayor Moore, advocating the repeal of the city daylight saving ordinance. The Board is in favor of national daylight saving, but insists that one standard time for Philadelphia and another for the surrounding country would result in much inconvenience and confusion.

### REVISED FEES FOR WEIGHING AND INSPECTING

The Grain Warehouse Commission of Missouri has given out revised weighing and inspection fees as follows: All inspection \$1 per car on track, in or out of elevators; reinspection, \$1 per car; bulk head inspection \$1 for each inspection; in weighing at public elevators \$1 per car; out inspection at public elevators 50 cents per car; weighing direct transfers \$1.

### THE NEW LINCOLN GRAIN EXCHANGE

The new Grain Exchange which was established recently at Lincoln, Neb., will be formally opened very shortly with appropriate ceremonies. The Exchange now has 61 members which include not only the grain and milling firms of Lincoln but also companies at Topeka, St. Joseph, Atchison, Omaha and Sioux City.

The officers of the organization are: C. G. Crittenden, Central Granaries Company, president; J. S. Ewart, Ewart Grain Company, vice-president; W. S. Whitten, secretary and treasurer. Directors are: C. G. Crittenden, H. E. Gooch, J. S. Ewart, E. W. Mitchell, B. M. Ford.

### ELECTION AT MILWAUKEE

The annual election of officers on the Milwaukee Chamber of Commerce, Milwaukee, Wis., took place April 5. It resulted in the re-election of H. M. Stratton as president; H. H. Peterson was re-elected first vice-president; A. R. Taylor re-elected second vice-president and H. A. Plumb was re-elected secretary and treasurer.

Directors chosen were: L. J. Keefe, Walter Stern, Hugo Stolley, G. W. Kruse, A. R. Templeton. Board of Arbitration: John J. Murphy, A. L. Johnstone, L. J. Beck, E. H. Foy, W. E. Holstein, Charles F. Coughlin, William Young, Jr., W. A. Zahn, A. E. Fush. Board of Appeals: E. J. Furlong, Wallace M. Bell, S. G. Courteen.

### CONDITIONS AT MINNEAPOLIS

We can describe our market conditions here this month in a very few words. All grains at the present time, are very strong. Our market, however, is not quite in line with some of the Southwestern markets on the better qualities of winter wheat, but we are, of course, the premium market of the United States on spring wheat. Durum wheat has experienced quite an advance during the past month and now remains strong at prices running from 40 to 50 cents above the Government price.

Our receipts of all coarse grains are particularly small. Our rye is on an export basis, which

is practically on a parity with all other markets. Very limited receipts of corn have forced prices on that grain to big premiums, freight rates considered, as compared with other markets. Oats are very strong and in line with other markets, with the exception of the choicer qualities fit for seed which bring greater premiums in this market than elsewhere on account of the scarcity of this grade of oats in the Northwest. Barley receipts, while small, exceed the receipts of this grain in other markets. Choicer qualities fit for seed find a premium outlet, the same as oats.—*Godfrey-Blanchard Company, Minneapolis, Minn. Letter of April 12.*

### BANKING PRINCIPLES IN THE GRAIN TRADE

Among the new directors of the Grain Dealers National Association is Joy M. Hackler, general manager of the Milwaukee office of the Updike



JOY M. HACKLER

Grain Company, who has had a spectacular success in the grain field in a very short period of time.

It isn't a long step from the banking to the grain business. A thorough training in one would fit a man for almost any position in the other, outside of a few technical positions that require some years of experience for expert knowledge. At any rate, Joy M. Hackler took over his present position, organized the office and has successfully managed its affairs ever since without any previous training in the grain business whatsoever.

But Mr. Hackler was a banker, and moreover he knew the secret of success and applied it to conditions as he found them. The secret seems to work as well in a grain office as in a bank. The company operates the large concrete Northwestern Elevator at Milwaukee and conducts a consignment and also an option department there and the general management of all of it is in Mr. Hackler's hands.

He began his business career in a bank at Springview, Neb. In 1904 he organized and was cashier of the Gregory (S. Dak.) National Bank, which position he held until 1916 when he became associated with N. B. Updike in the Savings Bank of Afton, Iowa. Mr. Updike was president and Mr. Hackler was vice-president, and although neither was a resident, Mr. Hackler had charge of the bank

and was largely responsible for its success. He was also associated with Mr. Updike in other business ventures, the most recent being the purchase of the *Omaha Bee*. He knew nothing of the grain business, however, until he came to Milwaukee in August, 1916, when that office was established.

Mr. Hackler's successful experience illustrates how much more important the knowledge of sound business principles and of men is than of technical details. There are hundreds who know grain to one who has administrative ability, and Mr. Hackler holds a secure position in that latter select class and will undoubtedly make his ability felt in the affairs of the National Association.

### CASH PREMIUMS HANDICAP TO BEARS

Grain futures are still unable to catch up with the cash. Stocks in terminal markets are light, partly due to car scarcity. Farmers are capitalists and not anxious sellers. They used to sell on breaks. Now they wait for bulges. Railroad strikes restrict both receipts and shipments. Strikes may soon be settled. Public sentiment is against them. Export demands for wheat and rye have been good. Australia will soon stop exporting wheat entirely. Her crop is small and reserves rapidly disappearing. Argentina is shipping very freely but her exports usually drop off after spring is over. India will export some. Our crop promises short.—*C. A. King & Co., Toledo, Ohio. From special market report of April 10.*

### RAILROADS RETARD BUSINESS

Receipts of corn here the past week have been light due mainly to continued scarcity of cars and bad country roads. Values have held strong and there has been a firm undertone to the market. The demand from industrial sources has been active, but business for shipment has been restricted by switchmen's strikes, which have embargoed nearly every road out of this market, although the strike has not as yet extended to Peoria. The fact that our market is not experiencing any railroad troubles will no doubt attract a lot of corn here from other terminal markets and from the country, but unless the supply exceeds the demand, we look for prices to hold up.

Our receipts of oats have been light and prices show an advance. There seems to be a very active demand for this cereal from all directions but business has been restricted by switchmen's strikes. Acceptances on bids and advices of consignments have been light. Cars do not seem available for the oats already bought in the country. We believe prices in this cereal will also continue strong.—*Mueller Grain Company, Peoria, Ill. Letter of week ending April 12.*

### SHOULD MOVE WHEAT OUT

We have had a steady advance in our wheat prices here for the past week. In view of the fact that the Government guarantee will be off May 31, we are advising the trade as a matter of good business to move their wheat as fast as possible and get these good prices. The mere rumor of this guarantee price being removed, here about two months ago, caused a break of 30 cents. While it may not go down any, it looks to us like good business to move it while you can get a good price.

There has been nothing doing to amount to anything, in either the corn or oats market, on account of the strike situation. There is an immense demand here if we could only move the grain out.

Some of the wise ones say that we are going



to get a big break when the strike is settled, as they will move in a lot of grain. They overlook the fact that they are going to move in a big demand for the grain at the same time. We do not think it wise to get too bearish on this grain, especially in the St. Louis territory.

Stocks are awfully low and this strike has curtailed the new movement from the country, which shows that this grain is going to be awfully scarce here for the next two or three weeks.

No one knows when this strike will be ended and practically all the terminal markets are tied up at the present time.—*Elmore-Schultz Grain Company, St. Louis, Mo. Letter for week ending April 12.*

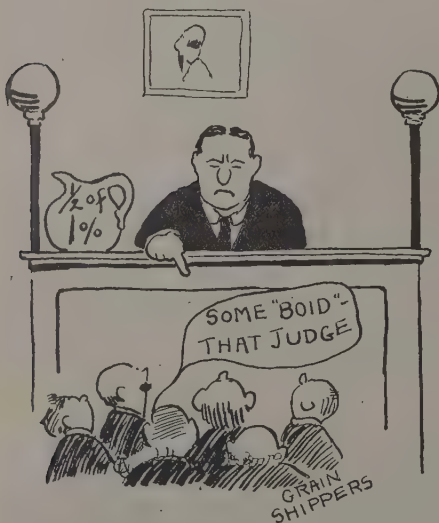
## SUPPLY AND DEMAND NOT THEORIES

Though the crop is large, it has not proved to be burdensome. May corn at \$1.25 at the beginning of the movement proves to be cheap today. It demonstrates conclusively that supply and demand are dominating, and not theories. With the price now materially higher, it is well worth while to view conditions as they are, for the immediate situation is still of great importance. Larger receipts and accumulation of stocks have been expected for months. Neither have materialized, and the chances for a substantial change are less promising now than they were last autumn. Outside of continued very unsatisfactory transportation facilities, farm work is daily becoming a more important factor.

Considering the prices for all other commodities, whether the natural product of the soil or manufactured, it is questionable if corn at current values is really dear. A certainty is that not a large production, but actual pressure brought about by the producers' willingness to deliver, will determine the price. Late spring and early summer should furnish some interesting developments. The scarcity of farm labor is acute, unprecedented wages paid by industries is attracting labor to the cities. An increased cost of production, with the natural uncertainties attending the raising of a crop, do not tend towards lower prices.—*Simons, Day & Co., Chicago, Ill. From Weekly Review, April 12.*

## HEAR YE! HEAR YE!

Come into the court which is now in session with the honorable judge, head of the Bert A. Boyd Grain Company of Indianapolis, Ind., sitting, *en banc*. An important decision is to be rendered, which, in effect, will decide for all time whether the grain trade is *mens sana* or *non compos mentis*. From the look on the judge's face it is going to go



A DANIEL COME TO JUDGMENT

hard with the prisoners before the bar, but that is as may be.

The arraignment which was sent out April 1 from the city of Indianapolis, county of Marion, state of Indiana, by no less exalted personage than the judge himself, follows:

"To Every Grain Shipper, Everywhere: "You are hereby commanded to answer to a charge of contempt, before the Honorable Judge of the Court of Square Dealing.

"This Court will sit in continuous session to consider such defense as may be offered by you either in person or by mail or by wire.

"The specific complaint is that you have violated the injunction of this Honorable Court against your taking chances of losses by sending your grain shipments to others than 'The Indianapolis Commission House.'

"You will be allowed one year from date in which to complete your defense and if on April 1, 1921, it shall be known to this Court that you have not sent a shipment to any other grain dealer than 'The Indianapolis Commission House,' then and thereupon, it shall be decreed and adjudged by the Honorable Judge of this Court that you are 'Nobody's April Fool.'

"Given under our hands and seal this First day of April, 1920. Bert A. Boyd, Judge; E. D. Anderson, Clerk."

## PICKING THE RIGHT MAN

The Omaha Grain Exchange made no mistake when they selected O. M. Smith, manager of the Up-



O. M. SMITH  
President, Omaha Grain Exchange

dike Grain Company, to guide its destinies as president in these difficult days of reconstruction.

One who knows N. B. Updike says that much of his distinguished success lies in his ability to pick men. General Grant was such a man, and the great merchant Marshall Field was another. Mr. Updike picked Mr. Smith in 1908, and he has been associated with the firm ever since. They first came together in 1906 when Mr. Updike bought the interest of W. H. Ferguson with whom Mr. Smith had been associated in the grain business at Hastings, Neb., since 1898. In 1908 Mr. Smith went to Omaha and his success is indicated by his election to the highest office by the Exchange this year.

## CHANGES IN MEMBERSHIP

**Baltimore.**—New members recently elected to the Chamber of Commerce include: Chas. L. Hehl, Baltimore Audit Company; Frederick B. Carr, Hallet & Carey Company, Minneapolis grain merchants; J. Omer Woodrum, grain dealer; Chas. D. Emmons, United Railways & Electric Company; Harry J. Crilley, Dennis & Co., Inc., grain; and William L. Andrews, Consolidation Coal Company. Reported by Secretary Jas. B. Hessong.

**Cairo.**—W. F. Hartman of H. S. Antrim & Co., has taken out a membership on the Board of Trade. Frank Jones of Ridge Farm has made an application for membership in the same organization.

**Chicago.**—Memberships to the Board of Trade were granted to Jos. B. Ziegler, Thos. M. Owsley, Geo. Ferguson, John G. Stevier, Geo. F. Powell, Sam'l J. McCaull and A. L. Hudson. The memberships of the following have been transferred: John W. Herscher, C. B. Fox, Ernest Jacobi, Hiram Mills,

Chas. L. McCran, David E. Stott and P. W. Cashman. Reported by Secretary John R. Mauff.

**Duluth.**—Garfield Meyer, N. R. Olson and W. L. Grandy have been elected to membership in the Chamber of Commerce. H. J. Labree, N. J. Olson and R. C. Bagley have taken their memberships out of the Exchange. Reported by Secretary Chas. F. MacDonald.

**Wichita.**—New members on the Board of Trade are: A. B. Zimmerman with the Wichita Grain Company; Edw. A. James and Fred C. Dymock, Armour Grain Company; H. C. Rice, H. C. Rice Grain Company; C. Whiteley, H. Q. Grain Company; J. W. Gearhardt, Hipple Grain Company. Reported by R. B. Waltermire, secretary.

## THE PITTSBURGH MARKET

There has been a very constant demand for oats in all positions here for the past week and stocks in this market are practically nothing. The buyers generally are interested in nearby grain on account of their inability to secure Western shipments purchased months ago.

The demand for corn while light is sufficient to take care of light receipts and offerings at this time.

Stocks of both corn and oats in the hands of Eastern trade are extremely light and buyers are taking hold on a hand to mouth basis.

Railroad conditions through this territory are bad and at this time the switchmen in the yards both east and west of Pittsburgh are out on strike and practically everything here is embargoed both in and out.—*Harper Grain Company, Pittsburgh, Pa., Letter of Week Ending April 12.*

## TERMINAL NOTES

The Orthwein-Machette Company of Kansas City, Mo., failed early in April.

E. O. McDougal of the Armour Grain Company, Chicago, Ill., was a visitor among Northwestern exchanges early in April.

G. P. Lemont of E. K. Lemont & Sons, grain and flour merchants of Philadelphia, Pa., is again "on 'Change'" after wintering in California.

The Rothschild Grain Company of Chicago, Ill., has opened a branch office at Peoria, Ill., with Jos. E. Tighe, as manager.

Sam Scott, one of the pioneer grain dealers of Winnipeg, Man., has retired from business on account of ill health after 34 years of activity.

The Sioux City office of Taylor & Bournique Company, Milwaukee, Wis., took over the wire the last of March of Thompson & McKinnon of Chicago.

Danny Kallaher, manager of the J. F. Costello Grain & Hay Company of Cincinnati, Ohio, recently went to Colorado Springs, Colo., on account of his health.

John F. Cramp has resigned the office of manager of the Newsome Feed & Grain Company at Minneapolis, Minn., and has gone East for the summer.

Walter K. Woolman of S. C. Woolman & Co., Philadelphia, spent the latter part of March and first part of April on a business and pleasure trip to Texas.

The C. B. Cozart Grain Company of Oklahoma City, Okla., has purchased a membership in the Wichita Board of Trade and will open a branch grain office there.

The Los Angeles Grain Exchange, Los Angeles, Calif., held its mid-winter banquet on the evening of March 27, with about 200 members of the Exchange in attendance.

J. Carroll Fahey of John T. Fahey & Co., grain receivers and exporters of Baltimore, Md., returned home early in April from a two weeks visit among the Bermuda Islands.

The firm of Ely, Harris & Co. has been formed at Duluth, Minn., to carry on a general grain business. The incorporators are John A. Ely, Francis M. Harris and Harry F. Salyards.

The Burke Grain Company has succeeded the Slaughter-Burke Grain Company of Sioux City, Iowa. The former firm has been incorporated to deal in grain and grain products by the following: S. A., A. S., and L. V. Burke. They will operate



elevators at Sioux City and Estherville, Iowa, Sioux Falls and Mitchell, S. D. Mr. Slaughter who retires from the firm, will devote his time to his elevators in Nebraska and South Dakota.

The Fraser-Smith Company, Minneapolis, Minn., has taken over the offices on the twelfth floor of the Flour Exchange Building, formerly occupied by the United States Grain Corporation.

C. J. Furst, assistant manager of the Sioux City office of McCaull-Dinsmore Company of Minneapolis, Minn., will assume the management of the company's office at Aberdeen, S. D., after May 1.

The Hayward-Rich Grain Company of Indianapolis, Ind., will open an office in the Board of Trade Building at Cairo, Ill., on May 1. They will do a general grain commission and consignment business.

The many friends of Walter F. Macneal, head of the grain, hay and feed commission firm of Walter F. Macneal & Co. of Baltimore, Md., will be glad to learn that he is rapidly recovering from a recent operation for appendicitis.

E. F. Richards, of John T. Fahey & Co., grain receivers and exporters of Baltimore, Md., has been elected chairman of the Traffic Committee of the Baltimore Chamber of Commerce, succeeding Charles England, who resigned.

C. A. Shipley has assumed the management of the cash grain department of E. Lowitz & Co., of Chicago, Ill. Mr. Shipley has been associated with the firm for very many years and has had wide experience in every branch of the grain business.

J. A. Barry, recently associated with the Brainard Commission Company of New York, N. Y., has engaged in business on his own account with offices at 29 Broadway, New York, N. Y. He will specialize in handling and the purchase and sale of salvage grain.

The I. S. Joseph Company of Kansas City, Mo., has been formed to engage in the feed jobbing business. I. S. Joseph is president of the company, Morris Kantar vice-president, and I. M. Springer, secretary and manager. Offices are in Room 508, New York Life Building.

Carl H. Langenberg of the Langenberg Bros. Grain Company, St. Louis, Mo., was united in marriage late in March to Miss Katherine Bonnie Holtzman at Louisville, Ky. Mr. and Mrs. Langenberg will spend their honeymoon traveling in the Orient and on returning will make their home at St. Louis.

George E. Pierce, former president of the Evans Elevator Company, Buffalo, N. Y., was arraigned late in March under an indictment charging him with grand larceny, first degree. He pleaded not guilty and was released on \$10,000 bail furnished by a security company. The charge was having defrauded and deprived the Evans Elevator Company and the Manufacturers and Traders National Bank of 16,000 bushels of oats.

E. W. Wagner & Co., of Chicago, announces that Richard O. Cromwell will conduct the Wagner Crop Reporting Bureau. His reports will be supplemented by special field trips. Mr. Cromwell is a practical farmer with a technical college training and general crop experience extending over a period of 15 years. His work covers the advance-

ment of modern agricultural practices and every phase of grain growing, including a thorough technical knowledge of wheat, corn, oats, etc., in their various stages of growth.

The Corn Exchange of Buffalo gave a testimonial dinner in the Iroquois Hotel late in March to Maxwell M. Nowak, local grain man who recently returned from a four months trip to Poland. He had gone there to arrange banking facilities for foreign remittances and to expedite the finances for shipments to that country.

Eugene M. Hoyne & Co., grain and stock brokerage firm with offices at 105 South LaSalle Street, Chicago, Ill., were forced to suspend April 5. The firm is composed of Eugene M. Hoyne and Eugene H. De Bronkart and succeeded Perry, Price & Co. in 1918. The cause of the failure was given out as lack of capital.

Charles England, head of Charles England & Co., of Baltimore, Md., was recently appointed by President P. E. Goodrich of the Grain Dealers National Association as a delegate of that body to the twenty-seventh annual convention of the National Hay Association to be held at Cincinnati, Ohio, July 13, 14 and 15.

The Baltimore Pearl Hominy Company of Baltimore, Md., on April 5 entertained at Dixon's Park

near Baltimore, about 100 farmers and dairymen of the state with their families. Various games and amusements were provided, and John M. Dennis, treasurer of the State of Maryland, gave a very fine address as orator of the day.

F. Marx, until recently representative in St. Louis of K. & E. Neumond, Inc., has formed a grain and feed business with offices in the Pierce Building. He will specialize in brewers' dried grains and will also handle a complete line of feeds. L. Eiseman of the New Orleans office of K. & E. Neumond, has taken charge of the St. Louis office.

Thos. E. Moran, until recently manager of the cash grain department of E. Lowitz & Co. of Chicago, has associated himself in a managerial capacity with J. S. Bache & Co., of which Jos. P. Griffin is the head. In addition to his other duties Mr. Moran will have charge of the country offices of the firm.

Taylor & Bournique Company of Milwaukee, Wis., and numerous branches, has issued a very handy and useful card for the convenience of grain dealers. It shows at a glance the freight rate per bushel on grain, per ton on hay, and per barrel on flour at any given rate per 100 pounds, plus the 3 cents tax. A request will bring one to any grain dealer's office.

## TRADE NOTES

A very elaborate exhibition of machinery will be held in conjunction with the annual meeting of the Community Millers Association, at Cincinnati, Ohio, June 1, 2, 3, and 4.

E. R. Morse is manager of the new office at Baltimore, Md., 1402 Lexington Building, and M. H. Rodda is manager of the new office at Philadelphia, Pa., 302 Harrison Building, recently opened by the Morse Chain Company, Ithaca, N. Y.

John C. Carter has purchased the interest of H. Devereil in the grain elevator and mill construction firm of Devereil, Spencer & Co., of Baltimore, Md. He will be identified with the firm in the future and the firm name will be changed to Spencer Construction Company.

The Monolith Builders, Inc., of 6912 Wayne, Chicago, Ill., have established a branch of their business at Kansas City, Mo., for the accommodation of patrons in the Southwestern territory. They also opened a warehouse at Independence, Mo., for the storage and upkeep of their general construction and steel equipment.

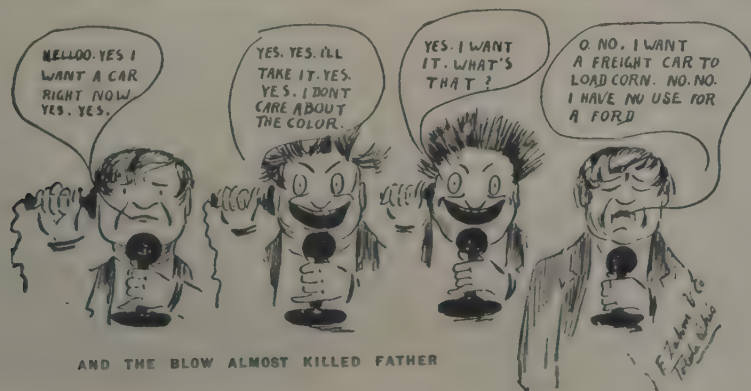
The Weller Manufacturing Company of Chicago, Ill., is now represented in the Southeastern States by H. Devereil, 1401 Lexington Building, Baltimore, Md. Mr. Devereil was formerly head of the grain elevator building firm of Devereil, Spencer & Co. He is a competent engineer and is well equipped to take care of any elevating, conveying or power transmitting problems submitted to him.

The Hess Warming & Ventilating Company of Chicago, Ill., is getting ready for shipment a No. 6 Hess Drier to go in the new grain elevator which

John S. Metcalf Company is building for the Australian Government in Sydney, N. S. W. It has a capacity for drying 25,000 bushels of grain per day. The purpose of the drier is not only to dry wheat but to kill the weevil in the grain. The Hess Company has also just shipped a small Hess Drier to Eagle Pass, Texas, for the purpose of destroying the weevil and cotton boll worm in the corn imported from Mexico.

The Morse Chain Company, Ithaca, N. Y., have moved their offices from Greensboro, N. C., to 404 Commercial Bank Building, Charlotte, N. C. George W. Pritchett, the company's genial and well known Southeastern manager, has found this change advisable owing to the great increase in the use of Morse Silent Chains throughout every branch of textile industry, which has been having such a phenomenal growth, necessitating the building of new mills and increasing the capacity of all the Southern mills. Large and commodious new quarters have been secured where they will have a complete exhibit of chain drives in operating order. H. E. Mathews continues with the company and will be found always ready to answer questions and to show Morse Drives to all inquirers.

One of the most attractively printed and artistically illustrated pamphlets that has come to our attention in some time, reached us this month from the Tropical Paint & Oil Company, of Cleveland, Ohio. It presents the various paints and specialties manufactured by the company for grain elevator use and shows elevators on which the paints have been applied. One of the best known paints found in the pamphlet is "Elastikote" which forms a waterproof film over metal. This film is unusually elastic, and it will not crack, but expands and contracts with the surface to which it is applied, so that there is no opportunity for moisture to creep through. It clings tightly, protecting the surface. Then there is Tropical Rubber Paint for metal work, made in black only, and "Cementkote" for concrete grain bins, which are very porous and readily absorb moisture and air, and for this reason should be given a protective coating which stops absorption, thus preventing moisture from reaching the grain. For the proper protection of roofs there is "Tocoseal" and "Roofkoter." Other coatings are given for use on various surfaces around grain elevators and mills. In here is also presented a list of firms who have used Tropical products. As care and protection of property is a very important sub-



AND THE BLOW ALMOST KILLED FATHER



ject today among all classes of industry, the elevator and mill owner will find this pamphlet on "Tropical Paints for Grain Elevators" very much worth while and can secure a copy by writing for it.

## "BUSINESS" VERSUS EFFICIENCY

J. A. DEMUTH

We all know the saw: Time is Money. Which is about as often false as it is true. So, likewise: Wheat is as good as Gold. All values depend. In these later days we may dispose of a lot of these old sayings by one "swell foop," when we affirm, with a duly extended chest, that what knocks is Efficiency! Wheat, time and gold have values, but only relatively, whereas Efficiency begins with odds in its favor. Anything which is efficient cannot be, by the logic of the situation, disqualified as such; if it is less than efficient it cannot be said to be efficient; but once a thing is efficient there may be registered to its credit many degrees of worth before we attain to the superlative. Away back in the 15th Century, when some wise monk discovered the utter uselessness of single-entry accounting, in comparison with his new idea, which he dubbed the "double-entry" system, there began the blazing of the path which has led through the centuries to the present highly complex and efficient commercial system.

We now have our computing machines for accounting purposes, our typewriters for correspondence, our employes' time recorders, cost-keeping devices, cash registers, and hundreds of other devices, to the end that there shall be superlative efficiency in the world's business relations. Yet no longer than 35 years ago one of the very greatest businesses of the world's commerce was conducted upon the antiquated and now impossible system of single entry accounting. Great grain elevators at Duluth, Chicago, Detroit, Minneapolis, Toledo, Buffalo, Montreal, New York, Boston were all weighing and receiving wheat into their capacious bins and discharging it again into vessels for world distribution, and every record of every carload of grain was made in single entry. Moreover, our Old John, at the Lake Shore Terminal Elevators at Toledo, was a fair type of the accountants who read the weights of these billions of bushels of grain, from dusty scale beams, made a single entry of each carload, after which the basic figures, namely, the figures indicated on the scale beams by the weight of the grain, were utterly, irrecoverably and irrevocably wiped out of existence! Think of these immense values, inhering in the actual grain, being deposited into elevators, the counting-in being done by untrained accountants, and without the slightest check or balance by which, when the grain had once lost its identity, by being spouted into great storage bins, any error in reading figures from dusty scale beams was impossible of detection! Think of the foolhardiness of billions of actual money being counted into and out of banks of the country—the counts entered upon a slate and from a slate into the individual accounts of customers, and then wiped off before anyone could know whether the counting was right or wrong—think of it! Yet that was the actual state of the situation at every grain elevator in this country, if not in the world, just 35 years ago. Since then there has been a degree of amelioration of the situation, due to an adaptation of the ancient monk's principle of double entry to the construction of scale beams.

In writing some heretofore unwritten history of the precarious and difficult birth of this distant relative of the monk of antiquity it will be necessary to revert to conditions as they existed something over three decades ago, when honest Old John and myself were co-laborers in the art of handling grain accounts—each according to his lights.

If ever Necessity has been suspected of being now and then the Mother of Invention, her relation maternally to the "Duplex Check Scale Beam" is, and for long has been, a fact beyond controversy. Albeit this particular child of hers has amply

justified her labor, the history of its literal ups and downs before it became generally recognized as a legitimate child, became involved with certain psychological phenomena which remain to this day inexplicable. These will be referred to later on.

In Old John's day—and in my own day likewise, efficiency and system seldom appeared in public wearing capital headpieces. It is only in quite recent times that they have found place in the nomenclature of science—industrial science. Presently we shall have, and justly, titles like these: "D. I. S."; "D. I. E."; "D. A. A." By which we will understand that those entitled to wear these tail-pieces have qualified as Doctors of Industrial System, Doctors of Industrial Efficiency, Doctors of the Art of Advertising. To be sure, Old John had an order of doing things, which in these days we might justly call a system of a sort; but system and efficiency in their present-day meaning were as far beyond his ken as would have been the psychological proposition that a change of termini of certain cerebral nerves would result in our hearing lightning and seeing thunder.

It was not strictly necessary for Old John to mutilate the English language without mercy, which he did, as he had for long been divorced from his fatherland. He was an orthodox German Lutheran in good and regular standing, temperate and law-abiding; but who nevertheless had been cussed up and down at least four states to my certain knowledge, as "a damned old thief, and by God, they could prove it!" But they never did.

Everyone who has practical knowledge of the grain traffic appreciates the immense advantages of shipping grain to market in bulk, albeit the shipper thereby releases all claim to the actual weights of the grain so shipped. If Mr. Jones' car of wheat contained 550 bushels, according to his own personal and therefore naturally careful weighing, and upon arrival at a terminal elevator was found to weigh but 530:40, Mr. Jones was not restricted by statutory law to the use of just ordinary everyday language—it was his privilege to select such expressions as in his judgment was sufficiently lurid to suit the occasion. These "expressions" seldom came to John's ears first handed—so to speak. But on receipt of "esteemed favors," making anxious inquiry after short weights I invariably interviewed Old John—but merely as a matter of form. Very often he "membered dot car," especially if the tally book showed a notation of "leaky door" or "leaky car." But, notation, or none, I was informed that "Dots all der vas in dot car and dots all wat he kin git." After which finality he waddled away out of hearing of any further complaining. John's was a sensitive nature; he disliked to hear complaints. Not because he was perturbed thereby but because it seemed to him so utterly useless. And so it was. I do not remember of ever having seen John out of humor. He seemed to have a philosophy of life which was particularly conducive to imperturbability. He was as I have said, strictly temperate—always on his job. He was *sehr beschäftigt* indeed when he didn't take time to recite his favorite German pome in response to morning salutations, which, in effect, proclaimed to the world:

When I have money I also have thirst;  
When of money I'm shy—still I am gay;  
It is really all one  
Whether I've money or none!

It is now about 30 years since I severed relations with the grain business and Old John. In the interim there has no doubt been developed greater efficiency in elevator weighing; but history, as it is written in memoranda, still in existence somewhere among my effects, testifies to a shameful condition in respect to lack of system. Upon a time charges against the Toledo elevators by the grain shippers of Michigan resulted in a number of inspectors being appointed by a court to supervise the weighing of all Michigan grain coming to our elevators. It was believed that by a strict supervision of the weighing by these inspectors (two or three, there were at our elevators), and a subsequent comparison of a like number of cars previously shipped in, it would reveal differences

that would implicate our weighmen in taking excessive toll if not indeed in downright theft. The plan was that after the car had been regularly weighed—the inspectors having witnessed the balancing of the beams, each inspector was to make his own record of weights in his own tallybook. In less than a week the routine became humdrum. And, no startling results materializing, the inspectors relaxed vigilance to the extent of spelling each other while they took turns in "seeing a man" who was in business at a place between the bridges. The utter futility of this scheme, involving as it did both expense and delay, suggested to my mind the idea of one man taking off weights from the beams in letters as well as figures—remembering faintly that letters can be used to represent values as well as figures. This faint suggestion was later reinforced by the idea of using the letters as a second entry of the weights. Finally the combination of two certain letters for any possible weight completed the Duplex Check Scale Beam.

A small model of a scale beam was constructed which was submitted to the proper officials of the company. It produced not the slightest interest. But finally after much logic had been used I was accorded the permission for attaching the improvement to one of our scales—but at my own expense. At this point I encountered "business" versus efficiency. This was the initial instance. There proved to be many of them, some of which have remained wholly inexplicable, to this day, on any theory of either business policy or business ethics that has ever come to my knowledge. This phase of the inventor's experience will be illumined in my next paper by a number of strange facts—all of which can be fully verified.

In those days long before the introduction of our present-day concrete and steel tank elevators, the walls and bins of grain elevators were constructed of 2x8 planks, spiked together, face to face. The bins were superimposed upon immense timbers, perhaps 20 inches square. There were so many of these immense timbers that the space under the bins presented the appearance of a dense forest of them. One could enter the river-side of the elevator and remain effectually hidden from view of the men working on the track-side of the elevator. It was from these many vantage points that I had formerly watched John in order to discover his "method" of entering the weights. Upon one such occasion I caught sight of Old John just as the shovelers were pushing an empty out from the upper scale. I noticed at once that he was not carrying his tallybook with him, and that he was waddling down towards the lower scale where there was another car ready for tare-weighing. Midway John O'Connell, the contractor who had the contract for unloading the cars, said to John as the latter came along side: "Hev ye seen that feller over to Mike Dolan's saloon on Perry Street?" asked Mr. O'Connell of John. Evidently the bunch had been discussing Mr. Dolan's attraction. John hadn't seen or even heard of him. "Well sir, he's got a Englishman over there that's walkin' a hundred miles in a hundred constitutive 'oors." From which point the wrangle proceeded, pro and con, while John resumed his journey towards the lower scale. I watched him closely to see whether he had made a memorandum at the upper scale. He had not. The tare weight from the upper scale had been "membered" and finally set down in his tallybook "from his head!"

One other instance of John's remissness will serve to prove that John was not dishonest; that his fault, if it was one, was simply a natural lack of a sense of the importance of his job. Because it was a disagreeable job no one sought it who could adapt himself to more genteel occupation. This was generally recognized by employers and the matter was accepted as being irremediable.

Among the regular shippers to our elevators was a firm whose weights were always waybilled as actual, and which always ran very close to our own—the difference between their weights and our own seldom exceeding 40 or 50 pounds. But one day there was a difference of 1,020 pounds. This I knew indicated an error somewhere. Armed with



the waybill for the car and the waybills for five or six others which had been received during the week from the same shippers, I proceeded to the elevator. Pointing out the car in question in John's tally book, I said: "John, here is surely something wrong." At once he replied: "Yaw, I 'member dot car; dot car had a leaky door." And, indeed, there was a notation on the tally book to that effect; but it was an established rule to note "leaky door" if any grain were found on the door-sill outside the grain door, whether any other evidence of a leak were found or not. "But John," I said, "if 1,000 pounds had leaked out of this car at the grain door there would have been a very noticeable depression in the wheat next to the door. Your notation doesn't mention that. Besides, John, this car is 1,000 over instead of short. How could 1,000 pounds leak into the car while in transit?"

Now to save that 16 odd bushels did John hedge? He did not. "Dey mus mak mistaken" was all he had to say. I made proper notations, billed the car to consignees at 1,000 pounds less than John's weights and waited to hear from F. O. & Co. At the end of a week—not a word. At the end of two weeks, still no "claim." Then I wrote to them, referring to this car, and asked them if they were quite sure their billed weights were actual. They answered and explained that because they had some doubt about the grading of this car they had put it into a special bin, and it had weighed out within a few pounds of the weighing into their elevator from the farmer.

It was shortly after this event that our officers apparently with reluctance gave permission to me to attach a check beam to one of our scales—but the company should be put to no expense therefor.

Perhaps this is an opportune place to remark that after a number of elevators—a very large one in Toledo, and others from different parts of the country—East and West—had adopted the improved beams, our company, needing a third track scale in Elevator "B," bought and installed a scale without the Duplex Scale Beam!

Well, the one scale was equipped with the new appliance and was ready for business about the middle of May. Naturally the receipts were not heavy and for weeks the weights of every car checked up beautifully. I was astonished that no errors were detected. Finally I bethought me of the labyrinth of big timbers under the bins, and from this wilderness of defunct and man-trimmed monarchs of primeval forests, I watched Old John manipulating the double entry, which the same to him was nothing less than lunacy. And this is the way his honest old Nibbs proceeded: He read the figures from the main beam and set them down in his tally book. Ditto, auxiliary beam. Then he read the two beams successively as he had always done and set the figures down on a piece of cardboard. This card he then checked against the entry in his book. The same process was gone through with the symbols, though he had expressed no uncertain contempt for "dem ledders." It was no wonder things checked up so beautifully when the weights came to the office. But even before the influx of new grain Old John began to feel sure of himself, until one late afternoon just as I was clearing up my desk for the day, John came in with a late run of three or four cars. He no longer waited to see the checking done—no longer interesting; but before he had reached the door on his way out I had his "figgers and ledders" checked up, and in the tare weight of the last car I discovered an error of 600 pounds. "See here, John, here is something wrong," and I explained to him the mystery of "dem ledders." John put on his spectacles and critically examined the entries of figures and letters. Finally, folding up his spectacles and sliding them into his case, he announced. "Dem figgers is right. I—I don't got ust to dem ledders yit—mebby dem ledders is a mistaken (then after another survey of the ledders)—yes, I guess dem ledders is a mistaken." It was useless to explain further. The symbols called for 20,700 while his figures read 20,100—a dusty 7 evidently having been read as 1. I showed him

that if his figures were right he should have recorded ZS, whereas he had recorded KT, which stands for 700. "Can't you see John, that if your short beam figures were right you would have recorded ZS, because those letters show with 100?" "Yaw—vell—mebbe wen I git more uster to dem ledders I don't mak mistaken mit 'em."

No use!

"Come on, John, I'll go up to the elevator with you. This car happens to be the last one unloaded, and you weighed the car tare at the upper scale." "Yaw, dod's right," John readily assented. When we reached the elevator I placed my hand on the scale door before turning it down.

"Now, John, you say your figures are right?"

"Sure."

"Well, I say they are wrong, and that they should be 20,700."

I then lowered the door to the scale. Old John again donned his spectacles, looked at the short beam, then at his entry in the tally book, and again

at the beam. He then removed his hat and began scratching his head, and, as if each word gave him a real pain, he said, in a subdued voice: "Vell—how—der-hellicud do—dot!"

For 30 long years or more Old John had never made "mistaken" until this fateful day!

It remains to be said, in vindication of John's absolute honesty that the subsequent errors detected and corrected by means of "dem ledders" clearly proved the truth of the old saw that you never can tell until you are next to reliable information as to the ownership of the ox that has been gored. The records, preserved unto this day show that shippers' overages had occurred quite as often as shortages, but that all down the dim past and up to the day the deponent quit his job the overages had been meekly suffered in silence—with almost Christian resignation; the shortages alone having been responsible for the clouds of ultramarine blue which had gathered so often about the head of honest Old John.

## Informal Notes of an Elevator Pilgrimage

No. 25—The Mount Clare Elevator, Baltimore. Md.

By JAMES F. HOBART

THE Baltimore and Ohio Railroad Elevator at Mount Clare, Baltimore, Md., is purely and solely for local purposes only. It is not a terminal elevator and makes no pretensions for any trade save that of local patrons, save perhaps a few carloads of grain to some nearby dealer. But this little elevator surely is a peach and the thought came when first the splendid little building was seen: "Oh, Mamma! Buy me that!" It sure looked like a mighty nice little plaything, but it can store 250,000 bushels of grain in its 129 bins and it can receive 3,500 bushels of bulk grain per hour and deliver 1,500 per hour in addition to its sack shipments, which are large.

Before telling more about this dandy little concrete elevator, I want to tell what "stayers" the B. & O. elevator employes have proven to be. On the 1st of December, 1919, there were 15 men on the payrolls of the elevator office and of the several houses who had been with the company in continual service since 1899, and some of the men have been in constant employment since 1872, and

when the railroads and the elevators were taken back again by the railroad companies from the Government, these same men were still faithfully discharging their duties. Truly, the above record is one to be proud of, both by the B. & O. company and by the 15 men who have served so long and faithfully. And not a strike or a lock-out during those 48 years!

One expects to find, now and then, a grain elevator tucked away in a valley or hidden behind a hill, but it is not often that one can step from a trolley car right on one of the principal streets of a large city and find an elevator standing right out in the open; as clean cut as Bunker Hill Monument and as prominent in the landscape. That is the Mount Clare Elevator. It is located right on Pratt Street, just at the beginning of the B. & O. Railroad shops which extend for blocks and blocks beyond the elevator. I couldn't begin to see the far end of the shops!

There surely is every chance to get grain into and out of the Mount Clare Elevator for there are



BALTIMORE & OHIO ELEVATOR AT MOUNT CLARE, BALTIMORE, MD.



two train tracks under a shed on the back side of the structure, two team-runs right through the house and another team-run under a shed at the front side of the house. Surely plenty of chances to put in and take out grain and feed.

The elevator structure was completed on January 18, 1909, and replaced Elevator "D" which was destroyed by fire at Camden (Md.) Station in 1907. Built of concrete by the Stewarts, there are 129 square storage bins in the structure, one Eureka Cleaner of 500 bushels' per hour capacity. The power equipment consists of four Westinghouse Electric Motors, using central station energy. Some of the motors are direct connected, others work through rope drives of which there are five in the elevator house. The operation control is by hand. There are two belt conveyors, both located in the basement.

The unloading equipment comprises power shovels, four sinks each having a capacity of 1,000 bushels, and two receiving elevator legs. There are two 1,000-pound Fairbanks Scales and the spouting is of steel throughout. The fire protection is, in addition to the city department, a large number of fire extinguishers which are distributed promiscuously around. This, together with the concrete building, is considered to be ample protection, so much so that no watchman is employed of nights. There are big corrugated steel doors which close all openings, those for cars and teams included. Then current is cut off at a high pole some distance outside of the building, and a key turned for the night. Even without the services of a watchman, the insurance is very low, being only 25 cents per \$100. This low rate is surely some contrast with the rate on some of the other B. & O. Elevators, which reaches upwards of \$4 per \$100. A prohibitive rate indeed, but which must be paid or there will be no insurance!

The whole of the first floor—what there is left of it between team-runs, is occupied by receiving and delivery of grain. Most of it comes by rail, but some is brought by teams in sacks and is dumped through a floor grating and sent to one of the hopper scales. The foreman was heard jacking up a farmer who had brought grain after four o'clock in the afternoon and this interfered with the early closing practice in vogue at this elevator. Grain sent to the sinks, either from team or from railroad car, reaches one of the Fairbanks Registering Beam Hopper Scales.

For weighing grain delivered in sacks, automatic scales are used and as all weighing done in this elevator, as in all the others in the city, is under the auspices of the Weighing Department of the Chamber of Commerce, it is evident that correctness of weights is assured to both buyer and seller.

Delivery in bag or sack lots is effected to either one of the three driveways which extend through the building, perfectly covered from the elements, and delivery to these is effected by chutes from the sacking floor upon which (the second floor) three belt conveyors run the entire width of the house for the purpose of transporting sacked grain from the automatic scales to the chutes leading to driveways on the inside and outside of the building.

Delivery may be made to cars by two automatic loaders, the chutes and spouts to which may be readily seen in the illustration, to the right of the elevator. Deliveries can also be made in bulk to wagons if desired. The writer found no stock whatever on the first floor save a few sacks of screenings which belonged to outside parties and were to be removed as soon as possible.

Under the ceiling of the second floor the sacking scales hang on trolleys which may be run the entire length of the building to receive grain from each and every overhead bin in the house. There are four lines of these automatic scales and they receive as stated, from all of the 12 rows of storage bins in the body of the house.

The interlocking system of sinks and legs is such that four sinks interlock with two elevator legs and the interlocking is controlled or checked by a system of colored electric lights at the top of the house, also on the main or ground floor beside the sinks and the elevator legs. There are three col-

ors of lights, red, green and white. The colored lamps are inside of boxes and cannot be tampered with or changed by the attendants upon the floor where the signal lights are located. Changes in these lights must be made from the other end of the system, as will be later described.

When grain is to be sent up, a switch is thrown on a nearby board and the white lights flash up, showing that the signal system is O. K. When the head-house man is ready to receive grain he throws a switch which shows a green light in the signal box on the ground floor. Then the floor man pulls a lever which lets grain into the leg which is to be used. The lever thrown, immediately interlocks the other lever which absolutely prevents grain from being admitted from other sinks while the one set, remains open. As long as grain is going up the elevator the green light shows at floor signal box and a similar green light shows at top of house beside the leg which is working. After the sink is empty the floor man inserts a key in the signal box, gives a turn and the green light turns to red. The lamp at top of house turns to red also, telling the lot of grain has all been sent up.

By means of this arrangement of lights and switches, the bin man at the top of the house may change the lights from green to red, but he cannot change them from red to green. On the other

hand, the floor man, by using his key, can change both lights from red to green, but cannot change them from green to red.

There is a very nice basement under this elevator, same as there usually is under every elevator which has been constructed of concrete. There is also a compressed air pipe which may be freely used for dislodging any and all dust which may accumulate either upon walls or upon machines. The air is used very liberally indeed for dusting out motors, scales, pulleys and other dust-catching machines and appliances.

Well equipped rope drives are to be seen in the basement for driving the elevator legs. There are also rope drives to the shipping-out elevator legs and to the car-puller, which is a creditable piece of engineering. By means of sheaves placed 100 feet or more distant, the car puller handles cars in either direction as required and they are drilled back and forth upon both the house tracks.

In addition to the compressed air system, this elevator is also equipped with a vacuum cleaning outfit for grain. Or, speaking more exactly, with a pneumatic dust collecting system by means of which several separations may be made of sweepings, the grain passing down separate passages to the outlets at the bottom of the separator case, while the dust goes out in the usual manner to be disposed of as desired.

## A Grain Grower's Trust

### Canadian Farmers Have the World's Greatest Grain Combination

By EARLE WILLIAM GAGE

**A**FTER travelling 6,000 miles through Canada I returned home firmly convinced that Canada has the world's greatest grain combine. This includes a membership of more than 60,000 grain growers, members of the two companies, the United Grain Growers, Ltd., a recent amalga-

been erected in the short period of a dozen years, in the midst of a great field strewn with the wrecks of co-operative failures. And these more than 60,000 farmers are to-day transacting a business of more than \$100,000,000!

One of the most remarkable developments in



A TYPICAL WHEAT FIELD IN THE CANADIAN WEST

tion of the previously existing Grain Growers Grain Company and the Alberta Farmers Co-operative Elevator Company. This membership includes one in three of farm owners and tenants of the three prairie provinces of Manitoba, Saskatchewan and Alberta.

The companies have a paid up capitalization of \$3,000,000, with reserve funds of another \$2,000,000, while their assets are more than \$12,000,000, and in 1918 paid dividends of 10 and 8 per cent, respectively. This company paid more than \$1,000,000 in war tax to the Dominion Government in four years.

In the three provinces they operate more than 600 local grain elevators, two large private elevators at the head of the Great Lakes, where Western grain first enters commerce. The United Grain Growers Company conducts a grain exporting business, with headquarters at New York City, which prior to the war was one of the largest grain exporting concerns on the North American continent, and during the period of the war was in the service of the Allied Governments.

You will be amazed as I was, to learn that this great grain structure, the world's greatest, has

western Canada within the past decade has been the growth of co-operation amongst the farmers of this great empire. Although this has expressed itself most notably in the success which has attended the farmers' own elevator companies, yet the success has been equally as pronounced regarding creameries, livestock selling, wool and sheep associations, cheese factories and stores.

The growth which co-operation has experienced in the past decade is realized more fully when we recall that back in 1906 the one company then existing handled less than 3 per cent of the total volume of grain exported from Western Canada, whereas in 1916 the two companies handled about 25 per cent of the grain.

The first in the field was the Grain Growers Grain Company, which, coming into existence in 1906, was the first concrete expression of the farmers' movement, which had originated in Saskatchewan five years before, and was until then represented by an educative organization only. In its first year, this company simply handled grain on commission; but since then it has entered into practically every branch of the grain business, in-



cluding operating country elevators, terminal elevators and export trade. But not only to the grain business are its interests confined. It also sells livestock for its members, and has entered on a considerable scale into the handling of a large portion of the staple goods necessary for the farmer's requirements. In 1916 it handled 37,000 carloads of grain. In 1912 it took over the elevator system which had been inaugurated by the Government of Manitoba. It has both acquired and built a large number since, including three terminal elevators, leased at Fort William, the total storage capacity being more than 5,000,000 bushels.

The livestock branch, opened in March, 1916, handled the first eight months more than 500 carloads of stock. Its co-operative department in

\$282,484 was made and the assets of the company increased in value by \$604,454.

At that time the company was owned almost entirely by actual farmers in Alberta, organized into 103 local units, holding an aggregate of 14,472 shares amongst 11,236 shareholders. The total subscription to stock was over \$850,000, of which more than \$300,000 was paid in. Nine hundred and ninety-eight carloads of merchandise was purchased for members, in addition to a considerable volume of "less than carload lots"—amounting in all to a total turnover of nearly \$750,000.

That the farmer-shareholders of this company regard its affairs as of vital importance can be gleaned from the fact that out of the 206 delegates entitled to attend the annual meeting no less than

the opposite result of discouraging wheat production. The Government felt this figure was too high, but a very few months later, in concert with the action of the United States Government, itself fixed the price at \$2.21. There is very little doubt that had the price of wheat not been fixed it would be selling around \$4 or \$5 per bushel. It actually touched \$3 during May, 1917; so that on both counts the farmers' offer would in the upshot have been to the national advantage.

Within the past few weeks the farmers of British Columbia have been organized and included as



HARVESTING WHEAT NEAR SASKATOON, SASK.

1916 sold to the company's shareholders \$278,000 worth of tillage tools and \$1,075,000 worth of lumber, twine, flour, apples, etc.

In 1911 the Saskatchewan Co-operative Elevator Company was established, and in 1913 the Alberta Co-operative Elevator Company, each of which has experienced so great success. The Governments of the respective provinces gave material assistance in the flotation of these companies by advancing 85 per cent of the money necessary to construct the elevators, repayable in 20 years by gradual installments. The Saskatchewan company has nearly 300 grain elevators. This company decided against federation with the two other companies, but is operated along the same general lines, and will no doubt, eventually come into the strong farmers' combine.

The annual report of the Alberta Farmers Co-operative Elevator Company, Ltd., for the year

190 were present, and many of these were forced to journey long distances, as Alberta is six times as large as New York State.

When, in the fall of 1917, the Canadian Government abolished its historic two-party system of Liberals and Conservatives and established a "Union" party, thereby consolidating all political creeds in a single unified, win-the-war program, it offered the portfolio of Minister of Agriculture to T. A. Crerar, president and general manager of the United Grain Growers, Ltd., a business man who had never entered political life or even aspired to parliamentary honors. That portfolio, which Mr. Crerar accepted and holds very ably, testified to the powerful position that the grain growers' movement has attained. But what really made the general public sit up and take notice that a new force had arisen in their midst was that the "trust" was almost entirely responsible for the principle of fixing wheat prices on this continent at an equitable price to the grower.

In the spring of 1917, before the United States entered the war, wheat stood at about \$1.75 per bushel, but had wildly fluctuated during the preceding 12 months, ranging from \$1.06 to \$1.91, and was climbing steadily higher. The British Government had fixed a minimum price for home-grown wheat of about \$1.82, had bought the whole available surplus of Australia at about \$1.12 and controlled the surplus crops of India and Egypt. Acting, therefore, as an intermediary for the British Government, Sir George Foster, Canadian Minister of Trade and Commerce, approached the Canadian Council of Agriculture, which is a consolidation of all the five organizations—the Manitoba Grain Growers Association, the Saskatchewan Grain Growers Association, the United Farmers of Alberta and the United Grain Growers—with the offer of \$1.30 per bushel for their entire 1917 crop, before it was sown, this price to be f. o. b. Fort William, at the head of the Great Lakes.

Much to Mr. Foster's surprise, as well as that of the general public, this offer was flatly refused, and the lowest acceptable rate was mentioned as \$1.70, or preferably a guarantee of prices from a minimum of \$1.50 to a maximum of \$1.90. Taking into consideration the tremendous increased cost of production, the organized farmers of Western Canada defend their seeming profiteering by submitting that there was no moral obligation upon them to produce wheat at a loss or lower than the British farmer—a price, in fact, which would have



T. A. CRRERAR

a subsidiary of the United Grain Growers, Ltd. With the inclusion of the British Columbia branch the company now has seven subsidiaries: The Grain Growers Export Company, Inc., of New York; Grain Growers Export Company, Ltd., of Winnipeg; Public Press, Ltd., Winnipeg; Grain Growers Guide, Ltd., Winnipeg; the U. G. G. Securities, Ltd., of Winnipeg, Regina, Saskatoon, Calgary, Edmonton and Vancouver; and the U. G. G. Sawmills, Ltd., of Hutton, B. C. All of them are operated as part of the parent association and the profits accrue to the general stockholders.

The present number of shareholders in the company is over 35,000. The supply department pro-



MODERN TRACTOR HAULING GRAIN TO ELEVATOR

ending 1916, before the federation took place, is interesting reading, since it shows what that one branch of the now larger society does. In 13 months they handled 19,320,556 bushels of grain, of which more than 18,000,000 bushels were handled in the 87 elevators operated by the company. This was an average of considerably more than 200,000 bushels per elevator, which, the company submits, is a record for a line of elevators. The commission department handled more than 10,000,000 bushels. This was handled for farmers outside the membership on a trade basis. A profit of



TYPICAL CO-OPERATIVE HOUSE IN SASKATCHEWAN

vides the farmers with flour and feed, binder twine, coal, wire fencing, posts, and in fact practically everything he needs. There is a special machinery department that handles farm machinery, and a live stock department which not only takes care of marketing, but also provides the farmers with pure bred stock in place of scrub animals. The machinery and supply departments last year had a turnover of about \$6,000,000.



## COMMUNICATED

## GRAIN TRADING BY AEROPLANE

*Editor American Grain Trade:*—The Highland Grain Company of Grand Island, Neb., doing a wholesale business, principally in Wyoming, Montana and Idaho, found themselves in a very peculiar as well as dangerous position last month.

They had many contracts to be filled prior to April 1 when the railroads discontinued an emergency freight rate into Wyoming, Montana and Idaho which had been made on account of the conditions brought on by the severe drouth in that territory the past season.

On March 29 a severe wind and sleet storm completely destroyed the telegraph and telephone communications in Nebraska, where they had this grain bought. This left the company unable to get in touch with their trade either by letter, train or auto so that billing could be given because of the shortness of time.

The Highland Grain Company, undaunted by this situation chartered an aeroplane of the Grand Island Aero Company and Pilot Earl Barnes, accompanied by myself, made a trip of approximately 500 miles, visiting all points from which we still had grain to move, gave instructions on all shipments and were able to fill every contract prior to the expiration of the drouth rate.

This is undoubtedly the first business trip conducted by a grain firm via the air route. The Farmers Grain & Coal Company of Palmer, Neb., under the efficient management of L. B. Curren, probably has the distinction of selling the first car of grain to a representative of a grain firm traveling by this mode of travel.

The trip was a success from every angle and proves beyond doubt that under extraordinary circumstances the aeroplane is a practical machine and will be used more and more extensively in the future.

Yours very truly, W. M. WOODHEAD.

## NEWS FROM ST. JOSEPH

*Editor American Grain Trade:*—Membership of H. S. Dunn in the St. Joseph Grain Exchange has lately been purchased by the Marshall Hall Grain Company, but has not yet been assigned to an individual. James F. Kellogg of the Kellogg-Huff Grain Company has purchased the membership of Frank Taylor, Omaha. Memberships brought \$4,000 net to the seller in both instances.

J. A. Gunnell represented the interests of the St. Joseph grain men at the public hearing held in Chicago, April 2. R. R. Clark of the Aunt Jemima Mills Company, St. Joseph, represented the Southwestern Millers. The meeting was called by the Department of Agriculture for the purpose of receiving recommendations in regard to changing the present Federal grades of hard red springs and durum wheat.

The Board of Directors recently passed a resolution requiring the registration of non-member solicitors and representatives working outside of the city. The Membership Committee of the Exchange investigates and passes upon all applicants as solicitors or representatives, who are issued a solicitor's card entitling the holder to visitor's privileges on the trading floor a limited number of days per month. Purpose of the above is to afford the solicitors admittance to the trading hall and promote conformity to the constitution, rules and regulations of the St. Joseph Grain Exchange.

Frank J. Danaher, W. M. Huff, J. F. Kellogg, J. H. Stallard, Spencer France, H. L. Dannen, and V. W. Simmons of St. Joseph attended the Western Grain Dealers Convention at Des Moines on April 2.

Robert G. Graham, who recently returned from an extended Southern trip, reports that Texas will probably have enough corn and oats for their own

requirements until the new crop is raised. However, a good demand will probably continue in Arkansas and Louisiana. Acreage for the new Texas crop is said to be small, as compared to last year.

Yours very truly, T. J. SLATTERLY,  
Secretary, St. Joseph Grain Exchange.

## CORRECTIONS FROM BALTIMORE

*Editor American Grain Trade:*—I have before me March 15 issue of the "American Elevator and Grain Trade," and have read the article regarding the Western Maryland Port Covington Elevator, at Baltimore.

This article is very good and I have ordered six copies of this issue to be distributed to several officials of the company. However, there are several points in the article that I would like to have corrected in your next issue.

The first where, in speaking of the Marine Tower, on Page 728, first column, it is stated that, "Judging by the many sections of pipe piled around about, it must be some task to get the marine leg connected into the hold of big vessels full of flooded grain. The chief trouble seems in getting the suction over the rail of a large vessel." In connection with this I might state that within 30 minutes from the time the vessel docks, the suction is placed and in operation, and is very little trouble to adjust.

The next statement on the same page, column three, that, "During 1916 the elevator worked all the time, nights, Sundays and weekdays, a double shift of men being employed. The total number of bushels handled during any one year was 16,000,000." This statement is incorrect, as during 1916, there was close onto 35,000,000 bushels of grain handled through our elevators, and the lowest handled in any one year was 18,200,000 bushels.

On Page 729 at the bottom of the middle column, it is stated that, "It was learned that the repair of buckets cost only about \$1 each, or less, etc." This statement should have been, "the cost to repair buckets was only 20 to 25 cents."

These three statements as made in your article are misleading and I would appreciate your calling attention to them in your next issue.

Yours very truly, J. A. PETERSON,  
Superintendent Elevators.

## ATCHISON NEWS ITEMS

*Editor American Grain Trade:*—Very little improvement is noted in the flour trade. There seems, however, to be more confidence in present prices but the buyer, as a rule, is not willing to meet the views of the mills in the values. All kinds of mill feed is in urgent demand, at the advance prices. Recent wind and dust storms has caused very little damage to the wheat in this locality, outside of drying out the top soil.

P. L. Jacobson, of Oklahoma City, Okla., brother of A. L. Jacobson, of the Atchison Mills Corporation, spent the larger part of last week in Atchison, St. Joseph, and Kansas City in connection with the 1,200,000-bushel grain elevator project for Oklahoma City.

Carl W. Yount, of the Blair Elevator Company, has left Atchison to take up his new duties at Des Moines, Iowa, as manager of the Branch of the Blair Elevator Company in that city. Harry Marteny, of the Blair Elevator Company, will succeed Mr. Yount here.

Storage facilities at Atchison are approximately 1,000,000 bushels. The Blair Elevator Company has announced its intention to erect, here, a 1,000,000 bushel terminal elevator, the facilities of which will doubtless be available for concerns other than its own.

E. B. Marteny, formerly of St. Joseph, Mo., is now occupying a position with the Blair Elevator Company of this city.

Atchison is desirous of obtaining more active

receivers and shippers and more merchandise facilities. Atchison has all the Missouri River proportional rates, and, in addition, has splendid transit privileges. Grain can be purchased in Kansas and Nebraska and handled in Atchison on the transit basis to the Mississippi River, to the Southwest, to the Southeast, and to the Gulf for export. It is therefore a splendid handling and concentration point. It has all the rate advantages of Kansas City or St. Joseph and business can be conducted much more economically here.

Membership in the Atchison Board of Trade is limited to 60. Memberships up to No. 45 were sold at \$100 and the price from No. 45 to 50 was placed at \$200 and from 50 to 55 \$300, and from 55 to 60 \$500. All of the \$200 memberships have been sold and we are now on the \$300 memberships. However, a meeting has been called for the first week in next month for the purpose of raising the memberships to a more suitable figure. Eleven memberships have been sold within the last few weeks. The members are widely distributed. Active firms in Atchison holds several memberships. Others are held by dealers in Kansas City; Wichita; Hutchinson; Oklahoma City, Okla.; Des Moines, Iowa; St. Joseph, Mo.; and elsewhere. The active members of the Atchison Board of Trade are: The Blair Elevator Company, S. R. Washer Grain Company, Chester L. Weekes Grain Company, Orthwein-Matchette Company, Mangelsdorf Seed Company, Lukens Milling Company, Blair Milling Company, and the Atchison Mills Corporation.

It is the wish of the directors that the remaining memberships should go to those who would actively engage in business here rather than to sell to anyone for speculative purposes.

The inspections at Atchison last year were 6,450 cars, representing about 12,000,000 bushels. There was probably more grain than this handled here, as considerable grain is bought on Omaha Weights and Grades, which is not re-inspected inbound at Atchison.

Yours very truly, R. T. WILLETTE.

## WHEAT CLAIMS

On March 15, representatives of various grain associations met at Kansas City to discuss the claims on losses their members suffered when the Government fixed the wheat price in 1917 below the market price. Representatives were present from Kansas, where \$80,000 of claim had been filed; Illinois with \$130,000 in claims; Texas with \$578,000; Missouri with \$230,000; Nebraska; Oklahoma; and the National Association. All of these amounts were expected to be considerably increased.

On March 29, a committee consisting of B. E. Clement, E. W. Crouch, J. T. Stark, F. I. White and H. B. Dorsey of Texas; Lee G. Metcalf, E. M. Wayne and W. E. Culbertson of Illinois; Jesse Culp, A. J. Mann and M. U. Norton of Missouri; E. J. Smiley for Kansas and Nebraska; and Dick O'Bannon of Oklahoma, met with Julius H. Barnes, and received courteous consideration but little encouragement.

The Committee on Agriculture of the House received the delegation on April 2 at Washington and B. E. Clement stated the case for the dealers, claiming that the Government had not been fair in its treatment, in fixing the price without warning. He said that dealers had used every diligence to find out the attitude of the Food Administration Grain Corporation at the time, but were told that there was no authority for fixing the price, and after it was fixed were informed that they ought to have known that they were going to fix the price.

The Committee on Agriculture listened to the arguments of the various delegates and expressed a great deal of sympathy with their purpose, but as the claims are expected to total about \$5,000,000 considerable doubt is expressed that favorable action will be taken.

ELEVATOR fires during the first six months of 1919 in Saskatchewan caused a total loss of \$118,000. Fifteen elevators were destroyed.



## ASSOCIATIONS

### WESTERN DEALERS AT DES MOINES

The twentieth annual meeting of the Western Grain Dealers Association convened at Fort Des Moines Hotel, Des Moines, Iowa, April 1 and 2. It brought out a large attendance, there being over 400 registered which included Western terminal market representatives. An unusually good program held the attention of the dealers during the three sessions and the election of officers resulted in the selection of men who will promote the success and growth of the organization during the coming year. These officers are as follows:

Lee Davis, Scranton, Iowa, president; I. C. Edmonds, Marcus, Iowa, vice-president. Directors—J. C. Murrell, Jr., Cedar Rapids, Iowa; E. H. Tiedeman, Fonda, Iowa; W. G. Goy, Tabor, Iowa; Carl Lundahl, Madrid, Iowa; Clifton Belz, Conrad, Iowa.

The opening session was called to order by Vice-president Lee Davis of Scranton, at 2 p. m., April 1, President C. C. Cannon being unable to be present. Mr. Davis said he had not expected to preside over their deliberations but such an excellent program could only result in a good meeting. He at once introduced A. J. Cheeseman, secretary of the Des Moines Board of Trade, who on behalf of the Board welcomed the dealers most cordially to the city. He alluded to the fact that the Des Moines Board of Trade was but a young in-

ment supervision and regulation in these days is tending toward the building up of co-operative systems of commercial distribution and that there is a political sentiment prevailing throughout the country that the middleman in the grain trade and grain trade organizations should be eliminated and that the present competitive system under which the most efficient and expeditious methods of commercial distribution of grain have been established should be displaced by co-operative methods.

Efficiency, energy and courage are absolutely necessary in assuming ownership of grain while in the process of commercial distribution from the farm to the consumer and the farmer should consider well before deciding as to whether the present grain trade competitive system which enlists individual efficiency, energy and courage in the highest degree should be displaced by Governmental supervision and co-operative methods.

Each and every branch of the grain trade should give particular attention to the present situation and see that the farmers and the public have a correct understanding of the grain trade competitive system with all its machinery that includes handling facilities at country stations and terminals, its grain trade organizations doing their work open and above board in full public view, its grain exchanges that provide convenient meeting places for buyers and sellers to come together and conduct their business under rules and regulations that not only protect them as between themselves but also affords protection for the public against fraud and abuse.

Twenty years ago Des Moines was a city of about 60,000 population, now more than twice that size, and the best Iowa land could then be purchased at \$60 per acre, now worth more than four times that price. The general movement of the grain crop in this territory 20 years ago was entirely Eastward and the

Chicago and answer the letter in person. I did so and we immediately began a discussion of the subject of cut rate competition between railroads at junction points and the injustice thereby done to country grain dealers. After we had considered the matter thoroughly he called a stenographer and dictated a letter addressed to me stating what he had decided would be the future policy of his company in regard to cutting rates at junction points. He then suggested that I call personally on certain traffic officials of the other railroads and show them the letter that he had written to me and suggest that they adopt a similar policy. I did so and they adopted the same policy thus putting an end to junction point cut rates and unjust discriminations in this territory. Twenty years ago claims for loss of grain in transit were seldom filed except by the favored shippers and the filing of claims for loss because of delay in transit had not been thought of. The carriers had never been forced to recognize their legal obligations to the shippers in general until this Association insisted upon it. In order to bring the matter squarely before the railroad claim departments we adopted the practice of inviting the general claim agents of the various roads to attend our annual conventions for the purpose of discussing questions relating to loss of grain in transit and loss because of delay in transit. I am glad to state that the general claim agents accepted such invitations and responded generously in participating in the discussion of these questions, the result of which was a recognition by the claim departments of the legal rights of the shippers on general principles. Since that time the claim departments have freely admitted their liability to the shipper for loss of grain in transit, the controversy resting entirely upon the question of fact as to whether or not the grain was lost in transit.

A few years ago the Interstate Commerce Commission started an investigation of the railroad claim departments for the purpose of ascertaining as to whether or not claims had been paid that were not valid and for the purpose of giving rebates to favored shippers. The validity of each claim paid was questioned under the investigation and the claim departments were, of course, obliged to substantiate the validity of each claim, thus the question of weights was vital in all grain claims paid covering loss of grain in transit. The documentary evidence as to accuracy of weights was in many cases found to be insufficient and questionable and the Interstate Commerce Commission called a hearing of railroads and shippers in which the carriers filed volumes of evidence discrediting weights of country grain shippers. As a result of those hearings the Interstate Commerce Commission ordered that the shippers and carriers organize a joint committee for the purpose of investigating the whole matter and making recommendations working toward a reconciliation of the differences existing between the shippers and the carriers in regard to the question of weights, weighing facilities, handling of grain from scale to car, shrinkage allowance, etc. Such joint committee was organized under the auspices of the Grain Dealers National Association. Considerable time was consumed and a large amount of work done in undertaking to harmonize the differences as between the shippers and carriers and in preparing the report to the Interstate Commerce Commission. The Interstate Commerce Commission have made a final report known as Docket No. 9009 which prescribes the conditions that must be observed by the shipper in order to obtain legal settlement of claims for loss of grain in transit.

Twenty years ago there was no public supervision of weights at terminal markets except at Chicago where Board of Trade supervision had not long previous been established. The taking of car load dockage of 300 pounds per car was a general practice and if the grain was particularly dirty the dockage was arbitrarily increased without the consent of the shipper. The shippers called it "stealage."

Carload dockage was about the first terminal market proposition that received the attention of this Association after it was organized. We filed a protest with Chief Weighmaster Foss of the Chicago Board of Trade weighing department with result that carload dockage was ordered discontinued by the Board of Directors of the Chicago Board of Trade and other terminal markets later on followed the example of the Chicago Board of Trade. In this connection I cannot resist the impulse to pay a brief tribute to that stalwart pioneer weighmaster, H. A. Foss, of the Chicago Board of Trade weighing department. The close personal acquaintance that I have enjoyed with him during the past 20 years has been one of the compensations of my experience. It has given me an opportunity to know the man and also the privilege of knowing by experience and observation something of the high ideals of moral integrity and discipline that he has always upheld as chief weighmaster of the Chicago Board of Trade. I have always considered that the greatest moral asset possessed by the Chicago Board of Trade is H. A. Foss and his weighing department.

Respectful demands by the various grain trade associations, weighing departments were soon established in other markets under supervision and regulations similar to Chicago and today every primary market in this country maintains a supervised weighing department. I wish that time would permit me to pay the proper tribute to John Dower and his predecessors who have served as supervisors of the weighing department of the Merchants Exchange of St. Louis, and I could tell of many acts of public service directly in the interest of country shippers done by these weighmasters in maintaining the moral integrity and discipline of their departments. Today the weight certificates of the weighing departments of the different terminal markets are negotiable at face value without question.

Twenty years ago grain inspection at terminal markets was irregular, unreliable and unsatisfactory to country shippers. The Grain Dealers National Association took up the problem and a National Inspection Association was organized. That association did large work in its efforts to establish standard grades and uniformity of inspection rules. The Grain Dealers National Association found it difficult to enforce the adoption of the grades thus established and it was finally decided that the Federal Government, under the supervision of the Department of Agriculture, should have the authority to supervise and enforce the use of standard grades. Standard grades of corn, wheat and oats have been established under the supervision of the U. S. Department of Agriculture and uniform inspection rules have been promulgated. The U. S. Department of Agriculture has adopted the practice of granting hearings on request for changes in the established grade specifications and rules and under this practice we may reasonably expect improvement in the supervision of grain inspection.

I could continue this report at length showing the advancement and improvement effected by the grain trade but time will not permit. What I have said is with the hope of inspiring a sentiment among the grain trade to the end that each and every grain



OFFICERS WHO WILL SERVE THE ASSOCIATION THE COMING YEAR  
Director E. H. Tiedeman, President Lee Davis, Vice-President I. C. Edmonds, Director W. G. Goy

stitution, having been organized nine months ago but it now had 60 members, with inspection and weighing department under the direction of a competent inspector, and weights and grades were on a parity with other markets. He stated that the geographical location of Des Moines in the center of the Iowa corn and oats belt was a distinct advantage, and all indications pointed to a bright future for the market. In closing he announced the smoker to be given in the evening and the luncheon to be served the following day.

Secretary Geo. A. Wells of Des Moines then read his annual report as follows:

#### SECRETARY'S REPORT

This is the twentieth anniversary of this Association and also of my service as its secretary. Twenty years of continuous experience in connection with a grain trade organization that has been more or less of a factor in doing things inspires one to think retrospectively. It may be of interest and not out of place to consider a few comparisons of general conditions relating to the grain trade that existed 20 years ago with conditions that exist today and to note the advancement and reforms that have taken place.

In considering these comparisons we should keep in mind the fact that there is a constant evolution of economic conditions always presenting new problems which affect commercial methods and practices to a greater or less extent.

I would also call your attention to the fact that the advancement and improvement in grain trade methods of commercial distribution that have occurred during the past 20 years have in a large measure been affected by resolutions promoted and promulgated by the various grain trade organizations and that the grain trade as a whole has been a law unto itself enforcing higher standards of moral integrity and establishing the most efficient and expeditious method of commercial distribution that has ever been accomplished in any line of business.

During recent years we have been having some experience with Governmental regulation of transportation and commercial distribution conducted under cumbersome and red tape methods that has necessitated a wider handling margin which so far as grain products are concerned has materially added to the toll paid by the producer for such service. We may as well recognize the fact also that Govern-

ment supervision and regulation in these days is tending toward the building up of co-operative systems of commercial distribution and that there is a political sentiment prevailing throughout the country that the middleman in the grain trade and grain trade organizations should be eliminated and that the present competitive system under which the most efficient and expeditious methods of commercial distribution of grain have been established should be displaced by co-operative methods.

Each and every branch of the grain trade should give particular attention to the present situation and see that the farmers and the public have a correct understanding of the grain trade competitive system with all its machinery that includes handling facilities at country stations and terminals, its grain trade organizations doing their work open and above board in full public view, its grain exchanges that provide convenient meeting places for buyers and sellers to come together and conduct their business under rules and regulations that not only protect them as between themselves but also affords protection for the public against fraud and abuse.

Twenty years ago the grain from this territory moved almost entirely through the primary markets of Minneapolis, Milwaukee, Chicago, Peoria and St. Louis. Each railroad company arbitrarily insisted on having the long haul. The railroad map has been materially changed and the Southwest now draws largely upon this territory for its grain supply through the terminal markets of Kansas City, Atchison, St. Joseph and Omaha, particularly when the green bugs get busy in Texas and the hot winds destroy the crops in Kansas and Oklahoma. The grain rate tariffs have been changed to permit the movement of grain to the Southwest on an equitable basis. Joint rate tariffs have been put into effect so that now the grain shipped from this territory moves almost like water in the direction necessary to find its own level.

I would suggest to our Chicago friends in the grain trade who have, during the past few weeks, been looking for a big movement of corn and oats from this territory to Chicago that they should recognize the fact that the barriers which in the past have given Chicago the control of the grain movement have been largely removed and that this territory has market outlets on all sides as well as a large local consumption by feeders and industries within; also that it is not wise to allow a bearish sentiment to become chronic if they desire to encourage shipments to Chicago from this territory in competition with other markets.

Twenty years ago cut throat competition existed between the railroads particularly at junction points, even to the extent of hauling grain free of freight charges. Today this would seem to be absurd. Nevertheless, I was a personal witness to the fact. Such cut rate competitive conditions between railroads was disastrous to those grain dealers especially who were not favored with rebates and the country trade was, because of that situation, in a deplorable condition.

Finally one day I received a letter from a traffic official of one of the largest railroad companies asking what, in my opinion, might possibly be considered a reasonable relationship between this Association and the railroads and suggested that I come to



dealer, no matter what branch of the business he is engaged in, will publicly justify the existence of his business and also insist that the competitive system of grain distribution provides the greatest service at the lowest cost to the producer.

Every grain dealer should make it his business to show that he is selling a service and also show what that service consists of, that it involves not only an investment of money and expense in the operation of mechanical facilities but that it also involves the risk of ownership, that market fluctuations and deterioration in quality during the period of ownership are hazardous conditions that are to a greater or less extent disastrous and that the service of assuming the risk of ownership entitles the owner to a compensation for assuming such risk.

Utopian dreamers and political schemers should be forced to recognize the fact that there is an inherent speculative condition involved in the production and commercial distribution of grain that cannot be eliminated. That the inexorable law of supply and demand governs and that it is impossible to stabilize a supply and demand basis or to stabilize the values of grain, that he who assumes the burden of ownership at any point between the threshing machine and the consumer whether it be the farmer, the grain dealer, the miller or the retailer, performs a speculative service that is of benefit to the producer and such service is entitled to reasonable compensation.

The Western Grain Dealers Mutual Fire Insurance Company organized by this Association in 1907 has made a wonderful growth, having increased the insurance in force from about \$11,000,000 on January 1, 1919, to over \$18,000,000 at this time. The assets of the company have also increased from about \$150,000 January 1, 1919, to more than \$230,000. Mr. Jay A. King, president, Western Grain Dealers Mutual Fire Insurance Company, will report further in detail.

The past year has been rather uneventful so far as the activity of the Western Grain Dealers Association was concerned. The usual activities of the Association were displaced to some extent by the Government regulations of the grain trade and transportation. Such regulations having ceased, it may be reasonably anticipated I think that the grain trade will be confronted with many new problems in the future and that there will be an extraordinary neces-

spection of the risks written, calling attention to the owners of the property to existing hazards and suggesting their removal or correction a continued effort has been made to reduce fire losses. During the greater part of each year inspectors, employed by this company, have been engaged in this work. We believe that the benefits from the results obtained have greatly exceeded the expense incurred. The benefits derived are largely due to the cheerful cooperation of the policy holders which is duly acknowledged.

It seems reasonable to conclude that the increased percentage of dividends from year to year, paid by this company to its policy holders on elevator and contents risks, because of the low fire loss ratio may be largely attributed to the efforts made toward fire prevention. However, the desired result is not fully attained. The minimum of fire losses is not reached. Greater effort and more carefulness can be exercised.

If each and every owner and operator of a grain elevator would determine not to permit the continuance in his elevator of any avoidable cause of fire and would use the best possible effort to carry out that determination, the result would be surprising.

If it would in every case and at all times be diligently observed that there should not be any cracks or openings in the sides for sparks to lodge or enter; nor any openings or unlocked doors or windows to permit tramps or other undesirable persons to have access to the buildings; that the elevator legs work free without friction and are so constructed as not to be liable to choke; none of the shafting allowed to remain out of line; all bearings kept well oiled; no accumulation of dust and dirt allowed; no oil soaked waste or cloths on the premises; if gasoline engine for power, that it set on fireproof floor and no combustible material permitted in the exhaust pipe properly protected where it passes through the wall or is near combustible material, engine room or exposed near the engine; if electric power, that the wiring be properly installed, in conduit if possible, fuses inclosed in metal cases; that the motors be protected from dust and if not in plain view to be in fireproof enclosure; protection under and around stoves and pipes, chimneys kept in safe condition; and in case the building is not iron sided and roofed, and grounded, approved copper lightning rods properly installed; fire losses in grain elevators would be reduced to a minimum.

I believe that if the protection afforded to property by properly installed lightning rods of approved material and manufacture would be fully understood and appreciated, every grain elevator that is not metal covered and grounded, would be rodged. When we consider that one-fifth of the property destroyed by fire is caused by lightning that the reports from 34 insurance companies for the year 1915 show 99.9 per cent efficiency, in rodged buildings, and that the credit on the insurance rate for rods, very materially reduces the initial cost of the rods, it seems strange that anyone would hesitate to have his elevator rodged.

With the exercise of the greatest care and the best possible effort made in the matter of fire prevention, occasional fires will occur, which fact leads up to the question of fire protection. Barrels of water have been considered reliable protection and their use is urgently advocated, but it is found by costly experience that when a fire occurred they were usually out of order, either the water evaporated, pails missing or for some reason of no avail. More frequent attention than can be expected to be given to barrels of water, is required to keep them in such condition as to be safely depended upon in case of fire.

Chemical fire extinguishers of approved construction filled with a non-freezeable solution, are no doubt the most reliable and effective fire protection available for grain elevators. Such protection as is afforded by fire extinguishers is valuable in connection with grain elevators even in protected cities or towns, particularly so on account of the extreme height of the buildings. It can be readily understood that if the fire in a grain elevator starts in or reaches the upper part of the building the fire department of any city or town is at a considerable disadvantage in combating it, nearly all fires are about the same size when they start, that is, very small. If discovered soon and good chemical fire extinguishers are conveniently at hand, the fire can usually be controlled with but slight damage.

I have personal knowledge of elevators being saved from destruction, by the use of fire extinguishers. One in particular that demonstrated the effectiveness and value of such protection, the building and contents worth at least \$30,000 was set on fire. By the prompt use of fire extinguishers the fire was put out with a result of only \$100 damage to the building and no damage to the contents. It was confidently stated that without the extinguishers the building and contents would have been destroyed. I also know of grain elevators being destroyed by fire which, in the opinion of the fire department, could have been saved by the prompt use of fire extinguishers.

I assume that it is within reasonable bounds to say that every owner of a grain elevator should install a liberal supply of approved fire extinguishers in his elevator and that otherwise he is taking a risk of loss which might be avoided and that he can not afford to take such risk.

The chair then appointed the following committees: On Resolutions—F. D. Milligan, Jefferson, chairman; L. F. Gates, Chicago; I. C. Edmunds, Marcus.

Nominations—P. J. Harvey, Gowrie; S. W. Wilder, Cedar Rapids; M. E. De Wolf, Spencer.

President P. E. Goodrich of the Grain Dealers National Association, gave an address covering not only grain trade affairs but voicing the sentiment of very many patriots in a discussion of present conditions in our country. We present this part of his address as follows:

#### PRESIDENT GOODRICH'S ADDRESS

There is an old and a very true saying that some men rise true and you always know where to find them and that they will stand hitched, while others wobble and turn with each changing wind and you are never absolutely sure of them in regard to any question, over which there is a controversy. Just so with an organization, social or business. It has been our purpose and I am sure it has been yours, to so guide your organization that it stands for something in the business to which you devote the best that is in you, as well as stand for something in state and National affairs.

This is an eventful year, a National election is approaching that will, we believe, be more hotly contested than any since 1896. The leaders of the contending parties in Congress are accomplishing little while they are jockeying with grave National problems for partisan advantage and stupendous ques-

tions must wait while our Senators in Washington talk and scheme for political advantage in adopting a peace treaty a year and a half after the war is over, striving for political prestige in perfecting a League of Nations, that is as important as the Constitution of any nation yet written. Shades of our fathers, can we think of Washington, Jefferson or Lincoln thus playing a game of politics when our Allies in the great war are nearly bankrupt and some of them on the verge of national collapse? With these things apparent to all, the Senate continues to talk day by day, week by week, necessary legislation to the welfare of our country must wait. We have too many politicians and not enough true Americans, too many lawyers and not enough business men, too many men with wish bones where their back bones should be. Too much talk and too little work in the legislative and executive branches of our Government at Washington.

Our law-makers have listened too much to the organized classes of voters and have an ear acute to the voice of organized labor, but slow to listen to the voices of the great majority, who maintain no lobby in Washington but do hope that they will at least make a serious attempt to live up to their pre-election promises.

We should wake ourselves from the sleep we are in and renew our interest in public affairs. This is our Government and we owe it our support in times of peace as well as war. Where are the men of the capacity of 30 to 50 years ago? Compare the leaders in the Senate of today with the men who then led us—Blaine, Sherman, Allison, Cleveland, Thurman, Tilden and others. They are not to be found in the halls of Congress. My opinion is that we have engrafted too many socialistic and foreign ideas into our Governmental affairs.

In my humble opinion the direct primary and preferential presidential primaries have done more to lower the personnel of Congress than any other one thing, and have filled the halls of Congress with many rich men and number of more politicians, doing, no doubt, the best they can, but lacking business ability, learning or wide experience. Yet they are there to raise and expend billions in taxes and shape the policy of the country and set an example for the newer governments of the world.

A man of real ability is not keen to go in a pri-



JOHN H. HERRON AND W. SIMONS

sity for efficient work by every grain trade organization.

The Western Grain Dealers Association now has a membership of 595 individual members, operating about 700 elevators. The work of conducting the business of the Western Grain Dealers Association and the Western Grain Dealers Mutual Fire Insurance Company is co-ordinated as may be readily conceived to great advantage to the country grain dealers in this territory.

In conclusion I desire to express my appreciation of the cordial relations that I have enjoyed with the grain dealers during the past 20 years and to acknowledge many compensations that I have received through that relationship and which I will always consider of more value than money.

Following the reading of the secretary's report and its acceptance, J. A. King, president of the Western Grain Dealers Mutual Fire Insurance Company, read a paper on "Mutual Insurance" from which we take the following:

#### MUTUAL INSURANCE

Mutual companies recognize that the most important service they can render to their members is to assist them in the prevention of fire. It is of much greater importance to the insured that a fire be prevented so as not to occur, than that the loss caused by the fire be paid. Many such companies have for some time been conducting a campaign of education in fire prevention.

Because of the need of conserving the resources of the country, and preventing, to the greatest extent possible, property from being destroyed, in order to better sustain our part in the prosecution of the world war, a thorough investigation of the losses of property by fire was made and the facts given wide publicity.

It was found that an enormous value in property is being burned in the country each year, that could largely be prevented. That of the \$350,000,000 yearly destroyed by fire, the greater part of this enormous loss is due to preventable causes, largely carelessness. The wide publication of these findings caused many people to realize that the loss of property by fire can and should be very much reduced by removing the avoidable causes and has resulted in conservation associations being formed, state wide in some instances and in many communities, even the stock insurance companies are advocating conservation now and in some cases are advising their agents to take a more active interest in the inspection of risks and an endeavor to educate their patrons in the relation of fire hazards to the probability of losses.

The Western Grain Dealers Insurance Company has for years, in fact ever since its organization, been active in the matter of fire prevention. Through in-



JOHN WEINAND, J. R. WHITNEY, H. L. MILLER

mary or make an effort to enter Congress. If he is a poor man, he cannot afford it and men of real worth don't care to permit their friends to furnish for them thousands of dollars to gain a nomination. It is not worth it and a self-respecting man who is really honest and square shrinks from putting himself under such obligations. Witness the race in Michigan two years ago with two men running, neither fit for so exalted a station, both were immensely wealthy, but with little else to commend them. It is true that one had some advantage over the other: He knew to which party he belonged, the other did not. Yet it is believed that these two men and their friends spent more than \$2,000,000 in an endeavor to secure the nomination and election to the United States Senate from that state. The trial of Senator Newberry and a number of his friends has just been completed with the result that he and some 16 of his supporters will spend terms in a Federal prison. The only pity is that Ford and his backers, who spent hundreds of thousands endeavoring to beat Newberry will probably go free. We imagine this lesson will not be lost on the good state of Michigan and it will be a long time before another battle of dollars over a seat in the United States Senate will be fought out in that state.

We see men of ability like Elihu Root, driven from power because he would not make a hand-shaking campaign to be returned to the United States Senate, where he is now so badly needed. And witness, if you will, that exalted spectacle of the various candidates for the nomination for President of this mighty republic. See them barn-storming over the country, parading their own virtues and bidding for voters like a candidate for some minor office. Think of Washington, Jefferson, Lincoln or Cleveland being compelled to enter into such a scramble. It is wrong and it detracts from the dignity of the office so that men of outstanding ability shrink from entering such a contest for an exalted position. It can mean but one thing, that our places of power and honor will more and more be filled by men of wealth or those representing special classes, or else men of inferior ability. I am sure our duty as business men is plain. We should enter the primary, not as office seekers but as office pickers. Don't stay away when elections are on and then complain that the gang runs things. But get into this mess, distasteful as it may be and aid in nominating the right kind of men for office. With your help and others, who really care, capable men should and may be induced to run for office. Away with the idea that business men should leave these things alone.

It is your duty to help now, there never was a time when the country more needed the good common sense of you men as just now. A republican government is essentially a party government. This country has two great parties and always should have. I belong to one and am a partisan. I do believe in the principles of my party; they do not



change, men come and go, great and vital principles abide with us. Next to my own party I most admire the other great party and between the two, this country should go straight from the fact that one always checks the other and watches every act to gain an advantage. As long as we have but two major parties, there is little danger of minority control. I have no sympathy with this namby-pamby talk about non-partisan voting. A mugwump was and is a misfit and the only difference between them and the Non-partisan League of this day, is that they as a rule, had more money and were better educated than the socialistic outfit that is now controlling some states and is actively campaigning other states for complete control.

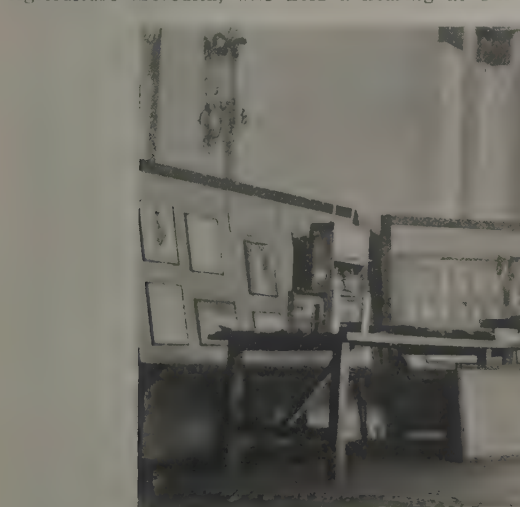
So I say, the mission of this organization and all grain organizations is to do all they can to get this country, which we all love so well, back home. We should see that our political parties again announce their allegiance to true Americanism and restore it to a constitutional Government and forever do away with any autocracy whether autocracy of labor or autocracy of wealth. Both are wrong and one as wrong as the other. This is and must be a Government of all and cannot survive dominated by any particular class or section of the country. That infamous doctrine of sectional or class rule was shot to pieces on a hundred bloody battle fields in the Southland 50 years ago and should not be suffered again to threaten this country under the guise of aiding labor, capital or any class or branch of our citizens.

You might infer from what I have just said, that I am a pessimist, but not so. I am an optimist and have abundant faith in our country and its citizenship. At heart, the people are right and think straight; they are only in need of a leader, who can and will express the desire of their hearts in action. In fact the whole world is without a leader just now. At the beginning of the World War, we all looked for someone to be brought forth, who could sense the desires of the Allies in that great struggle, step to the front and announce a platform on which all might stand. The world first looked to Belgium for that leader, then to Russia, and France, but neither could furnish the man that came up to the requirements. Then to England to Lloyd George, the cobblers son, but he was compelled to trim his course to maintain supremacy at home.

The selfishness of our land, the purity of its purpose in raising its banner in the interest of democracy caused all nations to turn to America for a leader. Our President had enunciated principles that appealed to the world and with longing eyes the Allied nations and the new nations looked to our shores to furnish the leadership they so craved. But it was not to be, he had not the fiber within his makeup to be a great leader. In times of peace, those who had followed and supported him in war and had placed in his hands power never before wielded by an American ruler, began to drop away from him and when he reached to grasp the world wide sceptre of leadership, it dropped from his hand and he stood as the leader of his party only, so that today we are without a national leader.

But the Almighty has not forgotten us in dire times and he will call forth a real leader, who will take this nation by the hand and lead it away from the city of destruction and again guide us along those safe and true paths not beset by socialistics and Bolshevism. The people will gladly purge our Government of everything not truly up to American ideals, and cease to elect anyone to power who is not an American first, without any reservations, and cease to welcome those to our land who do not accept our Government and believe that it is the best Government on this earth.

Following the address of President Goodrich, a discussion took place over the proposed changes for hard red spring wheat and durum wheats in the Federal Wheat Grades. Secretary Wells offered a resolution to be forwarded to Secretary of Agriculture Meredith, who held a hearing at Chicago, on the proposed changes, the following day. The resolution expressed the disapproval of the Western Grain Dealers Association, of any change at this time in the wheat grades as established by the Bureau of Markets.



THE EXHIBIT OF BUREAU OF MARKETS, U. S. DEPARTMENT OF AGRICULTURE

E. L. Morris, divisional supervisor at Kansas City, Mo., also spoke against changes which would have any tendency to unbalance the grades and discriminate against the wheat of the Southwest. Mr. Morris also gave a short review of the history of grain inspection tracing it from its origin about 60 years ago through the several steps to its present status which now gives uniform inspection at the various markets. It is expected, he said, to have grades of kafir, barley, rye and flax ready before the 1921 crop.

A very interesting series of moving pictures were

next given, showing the steps in inspecting a car of grain from its probing by the sampler in the railroad yards to the final determining of the grade in the inspector's office. There were also shown harvesting scenes, with different types of harvesters in operation in the wheat fields.

## FRIDAY MORNING

The first part of the Friday morning session was taken up with the consideration of a case brought forward by Secretary Wells in which a buyer at Omaha had forwarded a car of grain to an Eastern market, without consent of the shipper, which was sold on Omaha terms and inspection. The claim was made by the Eastern buyer that the car had been plugged and was therefore subject to dockage. The general view was taken and set forth at length by Secretary Wells and George A. Stebbins of Red Oak, Iowa, that any claim for dockage should have been made at Omaha and according to the rules of the Exchanges could not be made later. Whether the car was really plugged or not, did not enter into consideration after the car had been diverted without the consent of the shipper, the latter not being responsible after the car left the Omaha terminal.

H. A. Foss, chief weighmaster of the Chicago Board of Trade and president of the National Scale Men's Association, gave a very interesting address on the work and aims of that organization.

Edward A. Pratt, president of the Edward A. Pratt Audit Company of Chicago, Ill., read a very interesting paper on "Grain Trade Accounting Systems." It covered a number of departments of bookkeeping, including "Grain Commission Systems." Under the heading of "Columnar Books" it stated:

## COLUMNAR BOOKS

Account keeping books to render the highest efficiency must be carefully designed and must contain the requisite number of columns logically arranged. Conditions have changed in recent years, particularly since the introduction of good adding and listing machines. Right here I want to emphasize my serious objection to books and forms containing a large number of columns. Instead of lessening work of keeping accounts, they may increase the work so as to make it a real burden to balance up a large number of debit and credit columns.

Let me trace the development of one columnar system of cash journals for the country elevator grain business, which I originated some 10 years ago.

This system was originated and designed to give to country elevators a combined cash book and journal into which all transactions could be entered in appropriate columns. It was designed for the central grain trade and contained only a few columns, but these were the ones necessary to reduce work of detailed posting and convey constantly necessary information about the business.

This original grain cash journal is a two-page form (ruled and printed differently on front and back), size 11 1/4 x 14 inches, a standard size which has many advantages. First, it is a book of moderate size that can be put in the small safe usually found in the office of a country elevator. Second, it is a standard form of which a few or many can be purchased at any time, thus reducing the cost of bookkeeping forms. Third, it contains only the columns necessary to record with the least amount of clerical labor, the daily entries of cash, grain and merchandise purchased and sold and the expense of operation of the business. I contend still that there are just enough columns for

dreds of elevators in the Middle West. It was accepted as the best for that line of business. The next step and one which I never approved, was the addition of several columns and finally the size became 11x17 inches, with insert containing many additional columns. The latter is an unsatisfactory size and form. The occasion for making the large form and the insert with many additional columns was because some elevator managers had two banks and wanted columns for each bank. Also they wanted columns for different kinds of grain and for several classes of merchandise and expenses. To please these managers, the stationery company selling the form ruled up and printed these unwieldy forms.

In the first place, where there are a lot of columns, it is comparatively easy to make the mistake of entering an item in a wrong column. In auditing books these mistakes are frequently found but would not often be located by the elevator manager or bookkeeper. This applies even more forcibly to merchandising businesses that have a large number of departments.

In the second place and by far the most objectionable feature of multi-columnar books is that one never has enough columns. Always there is some-



W. H. BARTZ AND HIS ASSISTANTS

thing else that one needs single or double columns for and always there are changes in the business that require detailed information to be provided by the bookkeeping records.

It then follows that a columnar book to be of the best service must contain only the essential columns and that a way must be provided for subdividing the entries in the several columns to the least or greatest detail as desired by the manager or accountant who is in direct charge of any business.

Let me illustrate this proposition of small books with few columns as the best accounting practice, by explaining conditions which arose some years ago. The Public Utilities Commission of a central state established an account system for gas, water and electric light plants. A part of this system was a voucher record or accounting system which had several interleaved sheets, and in all 210 columns. If spread out so all the columns would show at once, it was over eight feet long by only 14 inches up and down. Columns were provided for over 200 different items of expense, many of which had only one entry each month, and many would never be used at all by most companies. The cost of such records was excessive. One of my clients sent me a set of these forms asking my opinion but said "I suggest you restrain yourself for 24 hours." He wanted to comply with the law, but did not want to purchase nearly 30 forms of various sizes when he knew fewer books of standard size could be provided. In a short time I designed and perfected a voucher record expense journal for the water, gas and electric utilities which contained even more distributions and accounts than the 14-inch by 8-foot book, and my record was only 11 1/4 x 14 inches, just the size I am recommending to you grain dealers for your records. This utility system was perfected and installed and the accounts have been kept for years by men and women who had little previous bookkeeping experience or training.

The point I am making is that most accounts can be kept easier and better on books of the size 11 1/4 x 14 inches. These books are of a convenient size. There are so few columns that it takes little time at the bottom of each page to foot and balance the sums of the debit and credit columns. The important point is that the necessary facts about the business as a whole are provided by the columns used.

There must be provided in every good bookkeeping system a chart of accounts, which will make it possible to analyze fully each and every purchase, sale, income and expense column into as much detail as necessary or as is in accord with the wishes of the manager.

A distribution of expenses by chart is much better than to have three to 10 or more columns in a cash journal. These charts are substantially similar in each line of business. If one will use a chart for the expenses of an elevator, it is easy to put a number in front of each item in the expense column and then at the end of the month quickly on the adding machine, get the totals of each kind of expense divided into 10 to 25 different classes if desired.

The same is true of grain and other commodities handled. In a given locality the principal grain dealt in may be corn, or wheat, or some other grain. Always there are a few or many loads at some time of the year of other commodities for which it would be unwise to have double columns in a cash journal, for these columns would be blank most of the year.

Now the best way is to have one, or at the most two sets of grain columns and put all grain bought and sold in those columns. One wants to know how many bushels of grain and what the total money value of grain bought and sold was this week, this month, or this year to date. Total volume of business done and of purchases, sales and expenses is what a manager of any kind of business wants to know first of all.

The next thing he wants to know is how much of



each kind and what are the totals to date. He wants his system so flexible that if he decides to add other lines of merchandise and to determine profits and losses on each kind, he can do so without having to change in the old system. This can only be done by the use of rightly designed columnar books and a chart of all ledger and purchase, sale and expense accounts. With such a chart he can enter in one set of columns all the grain purchased and sold which is handled in bushels, after each item he can put the letter "C" for corn, "SC" for shelled corn, "EC" for ear corn, "W" for wheat, "O" for oats, "B" for barley, "R" for flax, "R" for rye, etc. The totals of these single columns will show the total grain purchased and sold in bushels and money. The analysis which is easily made with the adding machine will give complete information of each and every kind and quantity of grain. He can expand the business and handle as many kinds of commodities as desired and not be handicapped because he does not have columns to record such transactions.

The same is also true of merchandise. If only two or four columns are used to divide the merchandise and a chart of accounts is used, the purchases and sales of merchandise can be completely analyzed at any time and other lines can be added and kept summarized. There is no limit where a chart is used and the important information is always available as to how much merchandise has been bought and sold, which shows the total volume of such business.

You will now get my point that there is a limit to the use of columnar books for subdividing purchases, sales and expenses. When confined to the essential facts of the business, the totals of these columns are of great value. Also when a chart of accounts is used there is no limit to the number of commodities that can be handled and no limit to the classification of purchases, sales and expenses and no limit to the expansion of a business without outgrowing the book-keeping system.

Hon. J. H. Henderson, commerce counsel for the state of Iowa, presented the ruling in the Stacyville Grain & Coal Company case in regard to elevator site rentals. In this case it was decided that there must be charged by the railroad the fair rental value of the property so used and it was decreed that such reasonable rental value could only be charged.

## FRIDAY AFTERNOON

The final session was called to order by Vice-president Davis at 2 p.m. and Owen L. Coon, loss and damage claims attorney of Chicago, addressed the convention on "Loss and Damage Claims and the Interstate Commerce Commission Docket No. 9009." Mr. Coon brought out many points of interest in the matter of filing claims for loss in transit and also insisted on the importance of looking after scales properly and having them tested at intervals. He said that shippers who do not maintain accurate weighing facilities and observe the rules of the Interstate Commerce Commission have no chance in collecting claims.

## Report of Committee on Resolutions

F. D. Milligan, chairman of the Committee on Resolutions, presented its report, which was adopted as read. The resolutions included: Affirmation of Loyalty to the Government; Commending Policy of Waterway Development, with special reference to the Great Lakes-St. Lawrence Deep Waterway; Expressing Appreciation for the Efforts of Secretary Wells, and thanks to all speakers, to the City of Des Moines and the Des Moines Board of Trade, to the Miller Hotel; Appreciation of the services of retiring officers and assurance of wholehearted support to the incoming officers.

The resolutions also included the following, which we give in its entirety:

Whereas the producing territory we serve is dependent for its property upon transportation facilities furnishing ready access to open markets, and

Whereas transportation facilities now available to this great agricultural section are entirely inadequate, resulting in serious interruption of free flow of commodities so essential to our normal national life, and

Whereas early relief from these conditions can be secured only through immediate co-operation by Governmental agencies, therefore, be it

Resolved by the Western Grain Dealers Association in convention assembled at Des Moines, Iowa, this second day of April, 1920, that we respectfully petition the Congress of the United States to provide in the national interest for such an increase in the revolving fund available to the railroads as will make possible the immediate purchase of sufficient additional equipment to materially relieve the present intolerable situation, and to provide further that the entire revolving fund, so enlarged, be made available, if necessary, for the purchase at present only of such freight equipment as will provide adequate transportation facilities for the necessities of life, and

Resolved, that copies of these resolutions be forwarded to members of the Committees on Interstate Commerce of the Senate and House of Representatives of the Congress and to each member of Congress representing the states of Iowa, Nebraska and South Dakota.

Following the election of officers the meeting adjourned *sine die*.

## CONVENTION NOTES

Plenty of smokes were in sight at all times and the matches for same were supplied in attractive boxes by Elmore-Schultz Grain Company of St. Louis, Mo.

C. H. Thayer of C. H. Thayer & Co., Chicago, had just returned from a four weeks' trip to the oil fields of Texas and brought back some options on Texas oil lands.

The hospitality of the members of the Des Moines Board of Trade was dispensed with utmost liberality during the two days' meeting. A reception was given on the morning of April 1 in the Board of Trade rooms in the Hubbell Building with all grain firms keeping open house and a smoker and entertainment was arranged on the same evening at the

Fort Des Moines Hotel with a luncheon served the following day between the morning and afternoon sessions. Every one attending the convention was an invited guest at these functions.

Room 329 was very much frequented, where the Trapp-Gohr-Donovan Company of Omaha, Neb., displayed a model Trapp Dump. G. S. Markland was in charge and reported very large sales of the dump during the past months.

Lamson Bros. & Co., of Chicago, received their friends in Parlor E. George Booth of this firm was on his way home from a short vacation in California. Other representatives were Leslie F. Gates, president Chicago Board of Trade, and John H. Barrett of Cedar Rapids.

A model of the Globe Combination Auto Truck and Wagon Dump, manufactured by the Globe Machinery and Supply Company of Des Moines, Iowa, was shown in Room 324. F. Nuquist, in charge, was kept pretty busy showing the special advantages of the dump to visitors.

Major Grant Miles of P. B. & C. C. Miles of Peoria, Ill., distributed a patent key ring possessing unique advantages over the old style rings. A watchword accompanying the gift was to the effect that the "key to success in the grain business is shipping your grain to P. B. & C. C. Miles."

The Taylor & Bournique Company headquarters were presided over by G. M. and G. O. Strom of Sioux City; Ed. Dyer and C. Peters of Ft. Dodge;



SECRETARY A. J. CHEESEMAN, DES MOINES BOARD OF TRADE

L. G. Bournique, A. R. Taylor and Geo. Marble of Milwaukee. Souvenirs presented visitors included pencils, penholders, letter openers and cigars.

W. H. Bartz & Co., of Des Moines held forth in Parlors H and J. The genial hosts for this firm were W. H. Bartz, H. D. Harding, M. M. Moberly, W. S. Gay, A. H. Thomas, H. R. VanMoren, and P. E. Edwards. There were also two handsome hostesses, who kept busy distributing cigars. These headquarters, were very popular among the shippers.

E. L. Morris, division supervisor at Kansas City, Mo., and Ralph C. Wright, federal supervisor at Sioux City, had on exhibition in the convention hall a very elaborate display of grain testing apparatus and charts pertaining thereto. The former included the moisture tester, weight per bushel tester, sampling device, dockage tester, a Torsion Balance and dockage sieves. There were nine pictures showing the progress of grain from the car through the laboratory and 10 pictures showing standardized equipment for grain inspection. Charts showed results of tests of different classes of wheat, comparisons of sub-classes of spring wheat, and the relation of test weight per bushel to flour yield of hard spring wheat.

## REPRESENTATIVES OF TERMINAL MARKETS

Chicago—C. W. Tussing, Chas. L. Douglass, H. J. Koehl, W. M. Christie, G. F. Kerrten, John W. Radford, L. L. Druley, R. A. Gerstenberg, H. B. Beatte, Allan J. Cameron, W. W. Sylvester, E. E. Klie, Owen L. Coon, Edward A. Pratt, Joe Visek, John A. Low, W. A. Putnam, C. R. Boots, H. L. Miller, John N. Weinand, S. F. Miller, J. J. Fones, Norman C. Ellis, H. A. Foss, William Simons, E. G. Cool, C. H. Thayer, W. M. Timberlake, J. A. Shnitz, Geo. E. Booth, Edward Plagge, A. K. Bentley, Burton L. Figeley, L. F. Gates, C. W. Gerstenberg, Henry A. Rumsey, Wm. Bates, J. T. McDowell, J. C. Burrell, grain elevator builder.

Kansas City—E. E. Bryson, Walter Warren, E. L. Morris, A. W. Erickson, Tod Sloan, H. E. Mendell, J. C. Dopp, W. D. Creamer, W. G. Martin, Jr., C. M. Sheehan, Wm. Murphy, W. F. Fiquet, Carl Congleton, R. A. Jeanneret, W. B. Lathrop, J. R. Schmitt, O. A. Severance.

Omaha—J. J. French, I. B. Ervin, Mel Uhl, Jr., E. M. Kuhl, A. W. Hawkins, Ellsworth Moser, W. D. Hart,

J. D. Bulger, F. M. Bewsher, J. W. Holmquist, Frank P. Manchester, A. McKinley, R. J. Southard, F. C. Bell, J. L. Walsh.

Sioux City—Geo. O. Strom, R. C. Wright, A. P. Sullivan, Earl Triplett, E. J. Pratt.

St. Joseph—J. H. Stallard, W. M. Huff, H. L. Dannen, Frank J. Danaker, Spencer France, J. F. Kellogg.

St. Louis—H. A. Von Rump, G. C. Martin, Jr., W. Crarer, W. J. Klosternan, Ed Hunter, F. J. Lormer, W. L. Malkemus, John H. Herron, T. B. Morton, A. L. Eaton, E. F. Daly, Chas. H. Appel, D. L. Boyer, Geo. M. Davis, B. A. Gilland, Frank M. Ward, R. C. Harvey, A. H. Beardsley, T. A. Bryant, John Dower, Ed. Nasemoinka, E. F. Jolidon, Ward Smith, Frank Bubb, J. E. Miller, Perry C. Smith, E. M. McClelland, Jr., C. Kraft, J. E. Dixon, W. M. Patterson, R. R. De Armond, F. H. Udell, J. C. Darby, G. A. Stibbens, T. M. Condon, G. N. McReynolds.

## ILLINOIS PREPARES FOR BIG MEETING

Decatur grain dealers and Association committees are making strenuous preparations for the annual convention of the Illinois Grain Dealers Association which will be held at the Orlando Hotel, Decatur, on May 11 and 12.

The complete program has not been given out, but a sample is contained in the announcement that B. W. Snow of Chicago, one of the most reliable crop reporters in the business, will make an address on "The World's Food." Other speakers of National prominence will appear on the platform, and the activities of the Association are of so great importance that every dealer in the state should make it his business to be present.

The Association has so often enjoyed the hospitality of Decatur at its annual meetings that little need be said to remind members that the finest kind of entertainment, mental and physical, is assured. From every standpoint we are promised an exceptional meeting.

## MEETING OF UNITED FEED MANUFACTURERS

The United Feed Manufacturers met at St. Joseph, Mo., on March 25. President M. C. Peters introduced a number of subjects of interest to the members, including the molasses situation and prospects; endorsement of the Horse Association of America; and traffic problems.

It was decided to hold another meeting at St. Louis, at a time to decide upon later.

Those in attendance were M. C. Peters, M. C. Peters Mill Company, Omaha, Neb.; C. P. Wolverton, Grain Belt Mills Company, St. Joseph, Mo.; A. F. Seay, Purina Mills Company, St. Louis, Mo.; J. G. Sackman, G. G. Keith, Golden Grain Milling Company, East St. Louis, Ill.; J. F. Hughes, Fred Hughes, Omaha Alfalfa Milling Company, Omaha, Neb.; Mr. Finch, Triangle Milling Company, Kansas City, Mo.; F. J. Malone, Halliday Milling Company, Cairo, Ill.; F. F. Gilbert, A. T. West, E. Corrigan, Wm. Hillix, Mr. Wilbahn and J. A. Milbourn, Excello Feed Milling Company, St. Joseph, Mo.

## TEXANS WILL MEET IN GALVESTON

At a meeting of the Executive Committee of the Texas Grain Dealers Association, held in Fort Worth on March 13, it was voted to hold the next annual convention of the Association at Galveston, May 21 and 22. The Wheat Claims Committee of the Association also held a meeting at the same time and place as the Executive Committee. The names of the men who attended the conference and the committees upon which they are acting follow:

Executive Committee—B. E. Clement of Waco, president; J. C. Bishop of Houston, first vice-president; R. I. Merrill of Fort Worth; H. B. Dorsey of Fort Worth, secretary, and Allen Early of Amarillo.

Wheat Claims Committee—B. E. Clement, president; E. W. Couch of McGregor, L. G. Below of Pilot Point, T. R. White of Yoakum, J. D. Hunter of Amarillo, Dick O'Bannon of Oklahoma and H. B. Dorsey of Fort Worth, secretary.

Mr. Dorsey was presented with a handsome set of silverware by the Association at the meeting in appreciation of his long and faithful work in behalf of the Association. Mr. Dorsey has served as secretary of the Texas Grain Dealers Association for 20 years.

## NATIONAL ASSOCIATION IN OCTOBER

The directors of the Grain Dealers National Association have decided upon the dates for the forthcoming annual meeting which is to be held in Minneapolis, Minn. The dates selected are Monday, Tuesday and Wednesday, October 11, 12 and 13, says Secretary Charles Quinn.

The directors have also selected the West Hotel, Minneapolis, as the convention headquarters.

October 11, 12 and 13 were named by the directors largely because October 12 is Columbus Day, a legal holiday in Illinois and a number of other states. There will be no option trading on the exchanges on that day and a big attendance of dealers is expected at the convention in consequence. Chicago alone will, it is believed, send a train load of grain men to the big meeting at Minneapolis on October 12.

The Association has for a number of years held its annual meetings in late September or early October. This is due to the fact that nearly all of the 11 state associations affiliated with the



National hold their conventions in the spring and summer. The National, quite naturally, does not desire to enter into competition with its affiliated bodies for attendance, hence its meetings are held later, after the big rush of winter wheat receipts is over.

### NEW YORK DEALERS MEET

The convention of the New York State Hay and Grain Dealers Association, held in the great ball room of the Onondaga Hotel, Syracuse, on March 26, was not only well attended but was one of the most enthusiastic and successful meetings of the Association.

Every question of interest to the members was discussed and the exchange of views was general and most instructive.

Fred M. Williams, president of the Association, addressed the convention, briefly setting forth the steps that had been taken during the past year to remedy evils and bring about a more equitable system for the hay and grain dealers of the state. Reports from the various committees gave evidence of careful and conscientious work and provided valuable information for the guidance of the Association in the future.

Reports from every section of the state as to the supply of hay still in the hands of the farmers, indicated that about 25 to 40 per cent of last year's crop is held in reserve and that in all probability a part of this reserve will be withheld from the market for some months to come.

All in all, the convention was a great success, over 100 representative dealers being present and every interest associated with the hay and grain business receiving intelligent attention.

President Williams demonstrated his genius as a presiding officer by presenting subjects for consideration and stimulating the discussion in a way that permitted no dull moment or uninteresting topic to cool the ardor and enthusiasm of the assemblage.

At the close of the morning session the convention adjourned for luncheon which was served in the Onondaga's best style, and which took the nature of a banquet at which the interests of the horse were given attention. In fact, this feature of the proceedings resolved itself into a very lively discussion of the horse from the standpoint of the Horse Association of America of which Fred M. Williams is president.

Having reached the coffee and cigars, B. A. Dean was chosen chairman and toastmaster and in a few graceful remarks in which he paid a neat tribute to President Williams' popularity, proceeded to introduce the speakers.

The first speaker called upon was E. A. Dillenbeck of New York City, who spoke on the subject "Abnormal Conditions." His remarks were especially appropriate to the times and were highly appreciated by the diners.

Sam Walton, former president of the National Hay Association who had come from Pittsburgh to attend the meeting, was introduced and his brief but pertinent remarks were heartily applauded. It was evident that Mr. Walton retained all of his old-time popularity with the trade.

George Crampton of the Hosmer-Robinson Company of Boston, favored the gathering with an expression of his views on the subject of the horse and his usefulness, as did C. N. Rinehardt of New York, and Egil Steen of Baltimore, the latter displaying ability as a wit and raconteur, much to the delight of the audience.

John M. Quinn, counsel to the Horse Association of America, spoke upon the subject of the horse, appealing to his hearers to right the wrongs that have unconsciously been done to that noble animal during the recent years of auto-craze. He called attention to the great wealth-producing power of the 26,000,000 horses in the United States and made a special argument in favor of reform in the construction of public highways. At the close of his remarks the assemblage adopted the following resolutions:

Whereas, in the expenditure of moneys for the construction of public highways in the State of New York, no provision has been made for horse-drawn vehicles, the roads thus far constructed being exclusively for the benefit and convenience of motor driven vehicles, and

Whereas, the horse is an indispensable factor in our agricultural, industrial and commercial life, a fact forcibly called to the attention of the public during the past winter; and

Whereas, the more than 600,000 horses in use in the State of New York constitute one of the state's greatest sources of power and wealth.

Now, Therefore Be It Resolved by the New York State Hay and Grain Dealers Association in convention assembled in the City of Syracuse, this 26th day of March, 1920, that the importance of providing roads for the horse be brought to the attention of the Governor and legislature of the state, and to the Boards of Supervisors of the various counties, that the law-making authorities be urged to put an end to the short-sighted policy which makes it practically impossible to use horse-drawn vehicles on the roads constructed with

public moneys; and that in all future legislation for the construction of public highways proper provision for the horse be made.

Resolved, further, that in response to the appeal of all breeders, users and lovers of the horse, and in recognition of the great service of the horse in the fields of agriculture, industry and commerce, the legislature of the State of New York is hereby urged to enact into law the demand that a strip or shoulder of dirt road 6 feet wide be constructed on either side of the motor highways, for the use and accommodation of horse-drawn vehicles.

### CONVENTION CALENDAR

May 11-12.—Illinois Grain Dealers Association at the Orlando Hotel, Decatur.

May 18-19.—Oklahoma Grain Dealers Association, Oklahoma City, Okla.

May 21-22.—Texas Grain Dealers Association, Galveston.

May 26, 27, 28.—Kansas Grain Dealers Association, Wichita, Kan.

June 21.—Wholesale Grass Seed Dealers Association, at Milwaukee.

June 22-24.—American Seed Trade Association, Milwaukee.

July.—Michigan Hay & Grain Association, Battle Creek, Mich.

July 13-15.—National Hay Association, Hotel Sinton, Cincinnati, Ohio.

October.—Grain Dealers National Association at Minneapolis, Minn.

### HOW THE CANADIAN WHEAT BOARD CONTROLS

By C. H. BROOKS

The Canadian Wheat Board which has recently been established has commenced its work. Much concern has been expressed within certain quarters of the grain trade over the possibility of the future control of exports of grain from Canada. Without discussing the prospective problems of future years at any length, the question of the need of such an organization as the Canadian Wheat Board in Canada during the present crop season may be very opportunely and pertinently examined at this time.

During the last two years of the war the movement of grain from Canada to Europe was conducted under the direction of the Royal Wheat Commission which sat in London. Through the pressure of the demands of war, Canada, so far as her export trade in grain was concerned, assumed the position of a contributing colonial possession of Great Britain. That relationship has ceased to exist. The place of the Wheat Export Company which was the Canadian outpost of the Royal Wheat Commission has been taken by the Canadian Wheat Board, and the old manager of the former organization is now the chairman of a thoroughly Canadian institution. The work of the Canadian Wheat Board has been very simply outlined. It must sell the Canadian wheat crop of 1919 at a price which will bring the greatest possible benefit to the Dominion as a whole. This means that the Canadian Wheat Board will sell the exportable surplus of the crop to the Government purchasers of the controlled countries overseas at the highest price that it is possible to get. In other words, this Board as the administrator of the Dominion's greatest material asset of the present year, will act in a truly national capacity.

Closely affiliated with the grain trade is the milling industry. During the war, the Canadian millers were able to increase their export trade from something under 4,000,000 barrels a year to nearly 11,000,000 barrels a year. This remarkable increase was accompanied by a very material gain in profits. One of the main reasons for the growth in flour exports during the past five years was the fact that the question of costs had no place in the general scheme of war. There was the submarine danger at sea and the air-raid menace on land, and there was also the exhaustive demand upon British industry for men to serve in the trenches. During the war, the main consideration of the Allies in Europe was to get supplies of men and food in sufficient quantities to bring about final victory over the enemy. In the rush of the war the British miller, for one, was not considered. Flour was wanted and had to be supplied from every available source. But the end of the war has brought to Great Britain as well as to the nations of the continent the desire to rehabilitate industry, and the European miller hastens to resume the position which he held before the war. As a consequence of this, the demand from Europe has been for grain rather than flour.

The Canadian Wheat Board is obliged to obey this demand, and in doing so has been obliged to resist a strong and persistent effort on the part of the millers to gain concessions which should enable them to continue their increased export trade, even if it involved a sacrifice of wider and more representative Canadian interest of producers and consumers. The Canadian Wheat Board also has had to resist demands on the part of grain traders for increased charges in the business of handling grain. The existing machinery of the grain trade is being

employed, as far as possible, by the Canadian Wheat Board, but with the understanding that such employment will be paid for at the same rate as it would cost the Board to do the same business.

An important result of the operation of the Wheat Board is, that the Canadian Trade Mission, established in London last November can no longer undertake contracts for the selling of Canadian wheat. The Canadian Trade Mission in relationship to the handling of the Canadian wheat crop is simply the agent of the Canadian Wheat Board. The Canadian Trade Mission in London, as shown by recent returns in the House of Commons at Ottawa, has largely assumed the role of a promotor of manufactured goods from Canada, in Great Britain and the countries of Europe. Wheat and other foodstuffs have been used by the Trade Mission in London as a means of inducing needy peoples in Europe to purchase Canadian manufactures as well as Canadian food. Over \$100,000,000 of Canadian credits have already been extended to European countries by the Canadian Trade Mission in London for the purpose of financing exports from this country.

Generally speaking, the basis upon which the Trade Mission has arranged these Canadian credits has been to devote a proportion of three-fifths to manufactured goods, one-fifth to food manufactured goods one-fifth to food manufacturing purposes. In some cases even the proportion of one-fifth has not been given to foodstuffs. In the case of Roumania, which received a credit of \$25,000,000, only some \$662,000 has represented foodstuffs, all of that amount having been spent for wheat. The balance of the credit of \$25,000,000 given to Roumania has been spent in financing contracts for manufactured goods.

With the appointment of the Canadian Wheat Board, the Trade Mission in London, if it sells any wheat at all, must take its instructions from the offices of the Wheat Board in Winnipeg. Grain is now, as it always has been, Canada's chief exportable commodity. There is every reason, therefore, for keeping the business of disposing of her exportable surplus in grain under an organization which is separate and distinct from a body such as the Trade Mission, whose character and purpose are entirely connected with manufacturing industries, and not with grain trading. The placing of control of the grain trade in the hands of the Canadian Wheat Board for this year promises to react to the very best advantage of the national interests of Canada. This work is proceeding along straight, utilitarian lines, which should bring the greatest good to the greatest number of people.

The producers of Canadian grain and the consumers of it represent the greatest number of people in Canada. Whatever the Canadian Wheat Board may do to serve the interests of both these classes will be for the best interests of the whole country. Whether or not the present system of controlling the grain trade will continue after the present crop season has ended, remains to be seen. Evidence would suggest that the Canadian Wheat Board, in employing the services of the "trade" as far as possible, regards its term of existence to be only one year.

### WHEAT AND FLOUR MOVEMENT

The United States Grain Corporation on April 12, issued its forty-eighth weekly bulletin covering the wheat and wheat flour movement throughout the United States for the week ending April 2, in comparison with the figures for the same period a year ago. The figures given out were as follows:

	1920	1919
Wheat receipts from farms, bushels .....	5,627,000	2,527,000
Wheat receipts from farms, bushels, previous week .....	3,889,000	2,240,000
Wheat receipts from farms, bushels, June 27 to April 2 .....	722,234,000	703,835,000
Flour produced during week, barrels .....	2,005,000	2,621,000
Flour produced previous week, barrels .....	1,838,000	2,614,000
Flour produced June 27 to April 2, barrels .....	107,374,000	93,951,000
Total stocks, wheat, all elevators and mills, bushels .....	158,907,000	161,245,000
Total stocks, wheat, all elevators and mills, previous week, bushels .....	163,476,000	135,101,000
Change for week bushels, decreased .....	4,569,000	13,556,000

Exports of wheat and flour, July 1, 1919, to April 2, 1920, amount to 91,559,000 bushels of wheat and 13,249,000 barrels of flour, making a total equal to 151,181,000 bushels of wheat, compared with 131,988,000 bushels of wheat and 19,862,000 barrels of flour last year to April 2, the two days of April being prorated from the monthly total, which makes a total of 221,366,000 bushels of wheat. Last year's total flour exports include American Relief Administration and American Expeditionary Force shipments.

THE Dominion Elevator Company has recently purchased the Farmers Elevator at Oxbow, Sask., which will be taken down and rebuilt at Pelly, Sask. Salvaged elevators are worth more now than when constructed.



## NEWS LETTERS

## CINCINNATI

CLYDE LEVI

CORRESPONDENT

THE past month showed a general increase in prices of practically all grains on the market. Wheat advanced four and five cents to \$2.80 to \$2.82 for No. 2 Red winter. There was an improved tone to the wheat market as a result of better inquiries from mills, with a better demand for lower grades. Dealers blame the railroad strike for the advances saying purchasers fear the strike may spread to Cincinnati and are holding up receipts.

The upward trend of corn futures early in the month caused a firmer local cash situation. Gains of about six cents were made in all grades. Receipts were fairly liberal but a large percentage were country purchasers for elevator account. White held for premiums and top grades for yellow and mixed were in urgent demand. Bar corn advanced with shelled and was inclined to be scarce.

The feature of the oats market was the establishing of a new high record for prices, No. 2 white sold for \$1.01 but weaker and outside influences later reduced quotations. The demand was active and largely exceeded the daily arrivals of white grades. Mixed was only in fair demand but firm prices prevailed.

There was no let up in the demand for hay, though offerings continued liberal. Prices for timothy advanced 75 cents a ton, clover mixed \$2, and clover \$1, exceeding the high record set last month. Lower grades were exceedingly good and all offerings were quickly absorbed at higher prices. The shipping problem was the prevailing factor for the strength. The flood in the Ohio River and backing waters in Indiana and Ohio impeded traffic to a great extent. With the opening of the pasture season in the South a general lowering of hay prices was expected but instead an upward trend has entered the market.

Members of the Cincinnati Grain and Hay Exchange voted to celebrate the second anniversary of their severance from the Chamber of Commerce with a banquet and entertainment at one of the hotels. The date of which will be announced later. Although a number of the members desired that the affair be strictly stag it was decided that the women be invited.

D. J. Schuh, manager of the Cincinnati Grain and Hay Exchange, has sent a telegram to Senators Harding and Pomerene and Congressmen Longworth and Stephens informing them that feeders in this territory are badly in need of molasses to be used in mixed feed. He suggests that the Shipping Board charter additional vessels to import the product.

John H. Allen, retired grain merchant and former President of the Cincinnati Hay and Grain Exchange was sworn in for his third term of five years as Director of Longview Hospital for Insane last month. He was first named for the place in 1910 by Governor Harmon, reappointed by Governor Willis in 1915, and again honored by Governor Cox last month.

George W. Benus, District Freight Agent, filed application for associate membership in the Cincinnati Hay and Grain Exchange to represent the Southern Railway. Robert L. Early and Lyle C. Lord of the Early & Daniel Company have filed applications for clerk membership. Harry Winer, president of Winer Feed Company, Chattanooga, Tenn., has filed application for active membership. The applications will be acted upon at the next regular meeting of the Board of Directors.

Plans for making the annual convention of the National Hay Association, which is to be held here, one of the largest in the history of the body, are being made by the General Committee of the Cincinnati Hay and Grain Exchange. "We intend to demonstrate to the Northwestern and Canadian shippers that Cincinnati is the logical gateway to the South and that their hay can be adequately handled by our system," said Lyman Perin, president of the Exchange.

The General Committee named by Mr. Perin is as follows: H. E. Niemeyer, chairman, Sherman Boss, A. N. Braum, Ralph Brown, William Fedders, J. J. Gartner, Elmer H. Helle, A. L. Hess, Charles H. Hill, D. W. Hopkins, Charles Joerg, George Kellar, Earl J. Kramer, L. McGlaughlin, W. R. McQuillan, A. C. Muchmore, E. F. Skidmore, E. A. Smith, N. E. Squibb, C. E. Van Leunen, F. L. Watkins, and George Wirth. This committee is subdivided into other committees as

follows: Publicity, Ralph Brown, chairman; Hotel, E. F. Skidmore, chairman; Entertainment, D. W. Hopkins, chairman; and Registration, E. A. Smith, chairman.

By a deal which was brought to a conclusion last month, what was once the backbone of the Fleischmann whiskey interests passed into other hands. The Riverside distillery which has long stood as a landmark on the Ohio River at Riverside has been sold to a corporation of which John T. Earley and Louis F. Feeheimer are the leading spirits. It is the intention of the new owners of the plant to produce, bottle and sell whiskey for medicinal purposes under the supervision of the Government. Mr. Earley was for many years connected with the Fleischmann Company. What amount of money changed hands in the sale was not divulged though it was announced that several hundred thousand dollars was necessary to swing it and that it was practically a cash sale.

John W. Fisher, Cincinnati hay and grain merchant, was 91 years old the other day and he attributes his longevity to clean living. He celebrated his 91st birthday by working as usual. He says when a man reaches his age the best way to do is to keep on plugging, not sit around the fireplace, sleep late and let others serve your wants. He says the reason men grow old is because they yield to age instead of fighting it off. They let go, instead of keeping their minds taut, he adds. The way to get old is to think old, he says, and the way to stay young is to think young and keep doing young things. Fisher works every day and never misses a meeting of his Masonic Lodge. "I like to think I still have a considerable future ahead of me," said Fisher. "There's no reason why I shouldn't live a hundred years," he emphasizes.

## PHILADELPHIA

GEORGE G. GOODFELLOW, Correspondent

UNDER the leadership of the Commercial Exchange Co-operative Committee, the leading shipping and foreign trading interests of the city met recently to discuss port development. The deplorable lack of balance between shipping and storage facilities was pointed out, and the P. & R. grain elevator at Port Richmond was especially condemned as a "ramshackle" building in which the insurance companies have forbidden the storing of more than 1,000,000 bushels at one time. Efforts were made toward concerted action in co-operation with the city authorities and the railroads for increased elevator facilities.

Secretary Rasmussen of the Pennsylvania Department of Agriculture, has warned all farmers of the state to test their seed corn before planting time, as weather conditions were such last fall that the germination of a large part of the corn in the state was destroyed. Efforts are being made by all farm agents to arouse farmers to the danger of planting untested seed in order to prevent a crop failure.

On March 22 the joint railway freight agency at Twenty-third and Arch Streets was terminated and re-established under pre-war conditions, handling traffic under direct operation of the P. & R. Railway. Melvin Willard is agent in charge. Tariff arrangements provide for the handling of freight to and from this station only in lots of 10,000 pounds or more.

The monthly report of the statistician of the Commercial Exchange shows that on April 1 the stocks of grain in public warehouses of Philadelphia were 635,876 bushels of wheat, 213,024 corn, and 192,525 oats, compared with 343,209 bushels wheat, 188,804 corn, and 230,069 oats on March 1. Exports from Philadelphia during March were 298,262 bushels of wheat, 312,142 rye, 63,267 corn and 38,219 barley. Receipts for the month were 796,193 bushels wheat, 238,064 corn, and 229,737 oats.

Louis G. Graff, former president of the Commercial Exchange, has returned from an extended trip to the west coast of Florida, Havana, and other points in the West Indies.

Robert C. Wright, general traffic manager of the Pennsylvania Railroad, was honored by a testimonial dinner by members of the Commercial Exchange at the Bellevue-Stratford Hotel on April 15. The affair was arranged by friends of Mr. Wright in recognition of the services he gave the Government during the period

of war control. The committee in charge of arrangements consisted of the following Exchange members: C. Herbert Bell, E. H. Price, W. B. Stites, Hubert J. Horan, J. L. King, Walter F. Hagar, Louis G. Graff, Horace Kolb, F. M. Rosekrans, W. M. Richardson, Roy L. Miller, S. L. McKnight, Howard F. Brazer, Walter K. Woolman, and H. D. Irwin.

Announcement is made that beginning on April 1 the P. & R. Railway undertakes to equalize insurance expense at the Port Richmond elevator with that governing at other export elevators at Philadelphia. The owner of grain received will be charged a premium in accordance with the following rule: "Insurance against fire will be charged for the period stored based on an annual rate of 25 cents per \$100 value, unless otherwise ordered by the owner, in which case no insurance will be placed and owner must assume all risk."

Memberships in the Commercial Exchange have been petitioned for by William J. Dougherty, feed dealer, Fifteenth and Jackson Streets; Walters & Walters, feed and produce dealers, 421 Bourse Building; additional membership by William P. Brazer & Sons, grain brokers, 482-85 Bourse; Henry E. Wack, grain dealer of Baltimore; and E. H. Cooke, local representative of the International Mercantile Marine Company.

C. Herbert Bell, president of the Commercial Exchange, has been elected chairman of the Philadelphia Hoover Club, recently organized to crystallize sentiment in this city in favor of the nomination of Herbert Hoover as presidential nominee. A number of members of the Exchange in addition to Mr. Bell are taking an active part in the Hoover campaign as members of the new club.

## NEW YORK

C. K. TRAFTON

CORRESPONDENT

PROPOSED amendments to the By-Laws of the New York Produce Exchange, adopted by the Board of Managers at their meeting on March 12, will be submitted to the members for ratification by ballot on the Exchange floor on Friday, April 16. The purpose of these amendments is to increase the revenues of the Exchange in order to offset higher salaries and other incidentals contributing to the increased operating costs of the organization. It is proposed to amend Section 4 by increasing the fee for transferring a membership certificate from \$50 to \$100. It is also proposed to amend Section 21, which provides for the annual assessments on regular membership certificates, by striking out the words "not less than \$10 nor more than \$30" and substituting therefor the words "not less than \$25 nor more than \$50." The fee for transferring a certificate of associate membership will also be increased from \$50 to \$100 by an amendment to Section 58. The same section will be further amended to make the annual assessments on associate memberships "not less than \$125 nor more than \$150," instead of the flat rate of \$100 as at present.

Julius J. Picard and Pieter Doncker have been elected to membership in the New York Produce Exchange. These gentlemen are respectively president and treasurer of the Picard Grain & Produce Company, Inc., recently organized to do business in this country. This company is a branch of Picard & Co., which has its head offices in Zurich, Switzerland, where it was established over 40 years ago. It has branch offices also in Antwerp and Marseilles. C. Nanter-Picard is vice-president of the new corporation, while the secretary is C. Clausen, who has been connected with grain houses in this market for several years.

The sky-larking and horse-play indulged in on the floor of the New York Produce Exchange one day early this month indicated the degree of seriousness with which members of the local grain trade received the news that certain members of the Chicago Board of Trade would be examined by Federal authorities in an effort to prove that someone was running a corner in May corn. Cries of "Cheese it the cop" and "Here comes the Sheriff" were heard frequently when the local representatives of the various Chicago firms were being paged. The latter, of course, joined in the sport and executed all sorts of capers when their names were called out. On one occasion Guy Hamilton of Bartlett Frazier Company dodged into his private wire booth and shut the door; Ernest Cleverley, of Jackson Bros., tried to hide behind his newspaper in the reading room; and William C. Mott, of the Nye Jenks Grain Company, crouched behind one of the big sample tables. H. P. Mulhal of the Armour Grain Company and Charles E. Treloar of Stein, Alstrin & Co., likewise contributed to the burlesque display of alarm. In all seriousness, however, the majority of conservative and unbiased dealers regarded the proposed investigation as largely ridiculous, being instigated, in their judgment, by selfish motives; or, in other words, to protect the shorts from further loss. In their opinion it was absurd to even think about a corner a month in advance, and



especially when the cash price is more than 6 cents over May contracts. In a word, should the May sell at 6 cents over the cash then there might be some justifications. It is their contention that the high prices are due to scarcity resulting from the unwillingness of farmers to sell, the scarcity of cars, and the labor strikes.

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The many friends of Julius H. Barnes on the New York Produce Exchange, including not only grain merchants and exporters, but members of many other lines of business as well, were greatly interested in a letter recently received from Gates W. McGarrah, president of the Mechanics & Metals National Bank. Mr. McGarrah is a member of the Produce Exchange and his bank does a large business with members of the grain, provision, and other trades. The letter stated that invitations had been issued for a dinner to be given by business men of the United States in honor of Julius H. Barnes on Thursday evening, April 22, at the Hotel Commodore, New York City. This dinner will be a testimonial to Mr. Barnes' extraordinary service to the country during the war and since the armistice as president of the Food Administration Grain Corporation, president of the United States Grain Corporation, and United States Wheat Director. It will be attended by prominent lawyers, bankers, editors, publishers, insurance men, merchants, paper and rug manufacturers, and officials of steamship and shipbuilding companies from all over the country. The following members of the Produce Exchange are on the Executive Committee in charge of the dinner: President Edward Flash, oil merchant; Sir Herbert T. Robson of The Wheat Export Co., Inc., representative of the Royal Commission; Ex-president J. Ward Warner, grain merchant; George W. Blanchard, grain merchant, secretary of the North American Export Grain Association; Wm. H. Kemp, ex-president of the Exchange, grain merchant; O. M. Mitchel, grain merchant; L. W. Forbell, grain merchant; George A. Zabriskie, representative of the Pillsbury Flour Mills and formerly Flour Distributor for the Food Administration; Harry J. Greenbank, flour merchant; and Gates W. McGarrah, banker.

\* \* \*

Charles E. Treloar, formerly connected with the old stock, grain, and cotton commission firm of Finley Barrell & Co., has been elected to membership in the New York Produce Exchange, where he will act as manager of the local office of Stein, Alstrin & Co., commission merchants of the Chicago Board of Trade, who took over the grain business of Block, Maloney & Co.

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Members of the Produce Exchange, but especially exporters and grain merchants, extended congratulations recently to Herbert T. Robson on his having been knighted because of his excellent work as a member of the Royal Commission, furnishing foodstuffs to Great Britain.

\* \* \*

At the recent conference held on the New York Produce Exchange between members of the North American Export Grain Association and Sir Herbert T. Robson and others of the Royal Commission for the purpose of considering new methods of wheat purchasing, charters, etc., J. Ward Warner, ex-president of the Exchange, acted as temporary chairman and was finally induced to accept the temporary presidency of the Association. Moreover, leading members of this organization were hopeful of inducing him to take the presidency for one year at least. George W. Blanchard, another old member of the grain trade on the Produce Exchange, has for years been the conscientious and indefatigable secretary of the Association.

\* \* \*

Charles W. Forbes, who recently resigned as New York representative of Stein, Alstrin & Co., of Chicago, is now acting as representative of Harris, Winthrop & Co., stock, grain and commission merchants, who recently installed a private wire on the Produce Exchange to handle their business with Chicago.

\* \* \*

Roger Roughton, who was recently released by The Wheat Export Company, Inc., in order that he might reestablish the local office of Sanday & Co., the old British grain house, has resigned his associate membership in the New York Produce Exchange and been elected to regular membership. Gerald F. Earle, who was head of the local office of Sanday & Co. for many years before the war, has resigned the presidency of The Wheat Export Company, Inc., and resumed his old position with the export firm.

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William H. Martin, a prominent member of the grain trade on the Chicago Board of Trade, has been elected to membership in the New York Produce Exchange. Kenneth R. Montgomery, of Ekena & Co., Inc., exporters and importers, has also been elected to membership in the Produce Exchange. Mr. Montgomery is a son of Archie Montgomery, one of the oldest members of the Produce Exchange, and a member of the old stock and grain commission firm of Maquire & Jenkins. Another new member is Edward S. Galloway, of Webb & Kenward, Inc., American representatives of the old British grain firm of the same name.

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Troels Fode, of the New York Overseas Company, Inc., exporters and importers, has resigned his regular membership in the Produce Exchange and been elected to associate membership.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

**H**ARRY M. STRATTON, of the Donahue-Stratton Company, has been re-elected president of the Milwaukee Chamber of Commerce. Mr. Stratton has given excellent service during his year of office and there was no opposition to his holding the office again. Work has also been done on the proposition of erecting a new building during Mr. Stratton's term of office, and it was felt that the same man should continue at the head of the Chamber to carry this proposition along. Other officers chosen at the same time were H. H. Peterson and Albert R. Taylor as vice-presidents; H. A. Plumb as secretary and treasurer;



HARRY M. STRATTON  
Re-elected President, Milwaukee Chamber of Commerce

L. J. Keefe, G. W. Kruse and Hugo Stolley as members of the Board of Directors; L. J. Beck, Charles Coughlin and William A. Zahn as members of the Board of Arbitration; and Wallace M. Bell, E. J. Furlong and S. G. Courteen as members of the Board of Appeals.

\* \* \*

Various committees are hard at work on making the plans for the new Chamber of Commerce Building but nothing has been announced as yet as to where the building will be and how large it will be. In general the plan is to erect a large office structure and exchange room which will house all the grain dealers and allied interests.

A record is now being made of just how much space each firm would like to have in the new building and this will be the determining factor in the size of the structure. At present the grain interests of Milwaukee are inconveniently scattered in a half dozen downtown office buildings. The new building is expected to prove a powerful boost to the grain trade in general here, as it will give facilities which have never been provided before.

There is some disposition to wait in erecting such a building because of the present high costs. However the lease on the present building used will expire soon, so that a new and temporary lease must be negotiated, or the new structure must be ready when the lease runs out. There is also some feeling that building costs may not come down for several years, in which case it would be better to go ahead with the building at once.

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High price records have been recently made at the Milwaukee Chamber of Commerce for a number of the grains. A car of choice Wisconsin barley, testing 48½ pounds, sold for seed purposes at \$1.70 a bushel. Oats has been soaring above \$1 a bushel, which is a new high record for the crop. Demand has been excellent at the Milwaukee market. Difficulty of getting cars at shipping points have helped still further to drive the price up. Rye has been in excellent demand, largely because of the insistent export demand. Milwaukee prices have been declared the highest paid at any of the western markets.

\* \* \*

F. D. Underwood, president of the Erie Railroad, who is a member of the Milwaukee Chamber of Commerce and who often visits the Exchange whenever he comes to Wauwatosa, his summer home, says the people are being scared to death by the talk of high rates which

will have to be instituted for the railroads by reason of the need for making the roads pay under private operation. Mr. Underwood says Congress is talking in the hundreds of millions as to what the railroads require in the way of higher rates, while the press echoes the same talk.

He pointed out that if the railroads should have to raise \$200,000,000 additional, it would mean just \$1.85 to every man, woman and child in the country. This small amount, Mr. Underwood says, is so trifling that it is scarcely worthy of comment. He also declares that the average man pays just \$6.25 a year in freight rates, so that an increase in rates of 10 to 20 per cent, or whatever is found to be needed, will not be a hardship on any one. On good railroad facilities, depends the real prosperity of the country, Mr. Underwood further points out, so that in fact the average man can easily afford to spend a few additional cents to make one of the greatest industries of the country, the railroads, prosperous.

\* \* \*

George A. Schroeder has been re-elected traffic manager of the Chamber of Commerce, having given general satisfaction in that position for many years. His re-election from year to year is taken almost as a matter of course. Mr. Schroeder has recently been in Washington attending hearings on the proposed rate increases before the Interstate Commerce Commission.

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The Board of Directors of the Chamber of Commerce has fixed the annual dues for the fiscal year, beginning this month, at \$80, payable in semi-annual installments. If the semi-annual payments are not met promptly within 30 days after fixed dates, each semi-annual payment will be increased to \$45.

\* \* \*

The Morrow Milling Company has sold its mill in Milwaukee to the Jersey Cereal Food Company of Cereal, Pa. The new owners will take over the Milwaukee plant, formerly known as the Daisy Roller Mills, about May 1. It will be run to turn out the best package rolled oats and corn flakes. In addition the company will make its own crackers. A number of improvements will be made to the mills so that they will be modern in every respect. A. S. Martell, who was local manager for the Morrow Milling Company, will also serve the new owners in the same capacity.

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Among the recent new members of the Chamber of Commerce at Milwaukee are Louis N. Ritten of Minneapolis; Fred A. Piehl of the Charles A. Krause Milling Company of Milwaukee; James A. Butler of the Fraser-Smith Company of Milwaukee; and Chester L. Sampson of the Moering Grain Company of Milwaukee.

\* \* \*

The Milwaukee Chamber of Commerce sent representatives to the hearing in Chicago called by the Secretary of the United States Department of Agriculture to consider changes in certain Federal grades of wheat. The grades to which most objections have been made are the hard red spring and durum. The point of view of the Milwaukee grain men was presented by the representatives of the local chamber.

\* \* \*

The question of daylight saving is becoming a hot question in Milwaukee and the Chamber of Commerce, as one of the leading business organizations, will take a prominent part in making the decision. The feeling of the grain men is that since the farmers are making such vigorous protests against the daylight saving scheme, that it should not be foisted on the rural population. Previously, the Chamber of Commerce had been in favor of daylight saving when it was enacted on a national scale. A resolution was also passed some time ago to favor the plan applied locally. It is now believed that the interests of the farmers must be considered on this question and that if the cities want this convenience they should have it without oppressing the farmer. The daylight saving plan for cities is therefore heartily approved and the Chamber of Commerce will boost the idea when applied to Milwaukee in any way which will not interfere with the essential interests of the farmers.

\* \* \*

Thomas E. Balding, an old time grain man of Milwaukee, who was strongly identified with the trade here several decades ago, has just died at the age of 84. During Mr. Balding's prime, Milwaukee was the greatest primary wheat market in the world. As the wheat fields moved North and West to the Dakotas, Montana and Canada, the wheat trading was more largely concentrated at Minneapolis and Milwaukee turned largely to oats, barley and corn trade, though wheat trading is still an important element. Mr. Balding was a prominent Mason and fought in some of the greatest battles of the Civil War. He became a member of the Milwaukee Chamber as early as 1866, so that the Chamber has lost one of its oldest members.

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Preparations are now being made for the movement of the big winter fleet which has been moored at Milwaukee and which is merely waiting for the ice to get out of the Soo and Lake Superior before navigation is resumed. More than 40 ships were kept at the local harbor over winter and more of them would have stayed here if there had been room. With minor exceptions, the smallest of these boats is more than 400 feet long and up as high as 580 feet long. Some



of the slips cannot accommodate such large vessels, other docks have to be kept open for the free passage of fire tugs, so that this limits the capacity of Milwaukee for the convenient wintering of ships. About 1,200 men will be required to man these ships when the season opens, the average being about 28 men for each ship.

Milwaukee vessel men are now speculating as to when is the time for the opening of the season. A year ago when the winter was unusually mild, the opening of navigation was earlier than for many years—April 8. Frequently, however, the date of opening runs somewhere around April 20. The last winter being very severe, it is believed that some late records for the opening of the navigation may possibly be established.

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Milwaukee grain men are enthusiastic over the plan of getting better transportation facilities for the city which will be pushed by the new administration of the Milwaukee Association of Commerce. The new officers are pledged to get a belt line for the city, also to get in several new railroads if this can be done. This would be of very material assistance to the grain interests of the city.

One of the first schemes which has been planned is that of adding a new break bulk and car ferry service from here to the east shore of Lake Michigan. This move is especially desired for Eastern shipments and to avoid the congestion at Chicago. The Muskegon Railway & Navigation Company, together with the Association of Commerce, is working on a plan to establish a great dock terminal and warehouse in the city. The plan is also to have a universal freight station which would make the terminal available to all lake and rail lines now entering the city. The plan is to get a fine car ferry service which would handle all goods going East promptly, also to see what can be done in routing freight to the Chicago belt line and there avoiding the congestion of getting into the city.

\* \* \*

Some changes in the commission charges on grain have been adopted by the Milwaukee Chamber of Commerce, effective for April 3. The new rate for wheat, rye, barley, corn, oats, buckwheat, kaffir corn, milo-maize and fetetera is 1 per cent of the sale value, with a minimum charge on wheat, barley, rye, ear corn and buckwheat of 1 cent per bushel; on shelled corn, kaffir corn, milo-maize and fetetera of  $\frac{3}{4}$  cent per bushel and on oats of  $\frac{1}{2}$  cent per bushel. Flax seed, 1 per cent of the gross proceeds, with a maximum of 2 $\frac{1}{2}$  cents a bushel and a minimum of 2 cents a bushel. Peas and beans, carloads 2 per cent of the sale value; less than carload lots, 5 per cent of the sale values.

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Milwaukee seedsmen report the trade is quiet largely because of the railroad strike and the backward spring season. Little planting apparently has been done in regions north of central Ohio. A brisk demand for seeds is expected shortly.

## KANSAS CITY

B. S. BROWN - - CORRESPONDENT

FROM the middle of February to the first of April corn futures at Kansas City made advances of 30 to 35 cents and carlot prices advanced almost as much, May corn reaching \$1.60, the highest price since early last summer, and choice yellow selling as high as \$1.70. The strong undertone of the market has been due to the fact that supplies at terminals were small and that there was little probability of enough improvement in transportation conditions in the near future to result in any important accumulation in the usual commercial channels. The market has derived most of its strength, according to opinions at Kansas City, from the large concentrated buying of May contracts at Chicago. There are no large outstanding accounts at Kansas City at present. Prices at Kansas City in fact are several cents lower than at Chicago, whereas the reverse ought to be true, as this market has to draw most of its supplies from Chicago territory. Talk of a Federal investigation at Chicago has had little effect since there obviously is a fundamental reason for the high corn prices, though it is realized that buying has been out of proportion to requirements. A corner could easily develop in May corn, but it is generally thought that holders will sell out gradually as the occasion arises rather than attract unfavorable attention by pressing their advantage to the limit.

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The return of railroads to private ownership and management has not been followed by any appreciable improvement in service, grain dealers at Kansas City say, though it was expected that at least a moderate betterment would be apparent. The supply of cars both at terminals and in the country continues inadequate for requirements, emphasizing the fact that present abnormal conditions are due to the physical inability of roads to meet the demands made upon them. No decided change can be looked for until carriers get

more cars and locomotives and can make extensive repairs to old cars. Not only grain shippers but nearly all other lines of business in the Southwest are seriously handicapped by the shortage of cars. Elevators frequently report a temporary improvement in the situation, but in all cases a period of pronounced shortage follows. Receipts of wheat at Kansas City have been about adequate for demand, but the movement has been irregular and all lines of the grain business have been carried on with difficulty. The movement of corn has been under requirements and the present high prices are attributed chiefly to the inadequacy of the car service.

\* \* \*

Export demand for wheat at Kansas City has been fairly active the past two weeks, with inquiry coming from the Eastern Seaboard for the first time this season. Since early last winter moderate amounts have been moving to the Gulf Ports. Sales, however, have not been large, due to the difficulty of guaranteeing delivery at either Gulf or Atlantic Ports. In one case a local firm had to cancel the sale of several round lots because cars could not be secured to ship the grain East. Bids have been in the market daily and prices generally have been attractive and the carlot market has made ready responses to the export demand. With adequate car service dealers say large amounts probably could be placed. The recent advance in exchange rates has helped trade considerably. One firm which accepted English bills made a profit of 15 cents a bushel, due to an advance in sterling.

\* \* \*

Officials of the Kansas City office of the United States Grain Corporation implied that they did not expect much of the wheat recently sold by the Government to mills to be turned back by the purchasers, as provided in the announcement made the first of the month. This offer was made, the Grain Corporation said, because abnormal transportation conditions had upset millers' plans and had prevented their using or securing wheat bought last winter. Of the 8,000,000 bushels of wheat sold by the Government last winter about 2,500,000 bushels are still in Kansas City elevators, due to the fact that cars were not available for its delivery when wanted. The wheat situation at Kansas City has presented several anomalous features. There has been plenty of wheat in the usual commercial channels and with the dull demand for flour and the limited export movement, the general inquiry has been small. It has been almost impossible, however, to move grains as desired and there has been fairly active competition for the moderate amounts on track available for immediate movement and prices consequently have been firm. In cases where Government wheat has not been delivered warehouse receipts may be returned, which is on the basis of 22 cents over the guaranteed prices and considerably under the prevailing market price.

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W. M. Sloan, of B. C. Christopher & Co., returned recently from a trip in the vicinity of Sioux City, Omaha and Des Moines. Farmers, he said, generally have from 40 to 45 per cent of their crop on hand and elevators for the most part are empty, due to the fact that roads have been almost impassable for several weeks. Cars appeared plentiful, contrary to most reports, and a liberal movement from those sections is expected as soon as the weather is favorable.

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An attendance of more than 500 is expected at the meeting of the National Wheat Growers Association, which will be held in Kansas City, April 22.

\* \* \*

K. M. Wharry, traffic manager for the Kansas City zone of the Grain Corporation, recently attended a meeting of zone traffic managers in New York. The object of the meeting was to secure a better understanding with the privately managed railroads regarding the movement of Government stocks of wheat and flour.

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The annual report for the year 1919 of the Kansas City Board of Trade has been issued. It contains a list of the officers, committees, individual and firm members as well as a complete statistical report of all business handled through the Exchange for the year 1919. Copies may be obtained from the secretary's office.

\* \* \*

Ben Hargis, vice-president of the Kansas City Board of Trade, and Harry J. Smith, of the Federal Grain Company, represented this market at the hearing in Chicago on the proposed lowering of spring wheat standards. They opposed the changes strongly. A committee of local millers and 10 or 12 representatives of the Southwestern Millers League also went from Kansas City. They returned with the impression that the proposed changes would not be adopted.

\* \* \*

In case the Chicago City Council moves the clocks up an hour, as has been rumored, the Kansas City Board of Trade will have to do the same in order to keep in line with the Chicago Exchange, which would make the opening hour 8:30. Pit brokers say they would not mind the advance in time, but such a move would be a handicap in the cash market as the advance in time would not cause samples of grain to reach the tables any earlier. St. Louis has indicated that if Chicago adopts new time they will open the

market an hour earlier. Opening prices of New York stocks are received in Kansas City at 8 o'clock and the close at 1 o'clock.

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Total deliveries on March contracts at Kansas City were small, 144,000 bushels of corn.

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Reports on the condition of winter wheat, received thus far at Kansas City, have been uniformly unfavorable, the bulk of the advices coming from Kansas. The following report by Allen Logan of the Logan Bros. Grain Company, is typical: "In Barton County the abandonment is expected to be 10 to 30 per cent; Clark, 60 per cent; Ford, 25 to 75 per cent; Harper, 25 per cent; Kingman, 8 to 20 per cent; Kiowa, 40 to 60 per cent; McPherson, 25 per cent; Marion, 15 to 20 per cent; Meade, 10 per cent; Pawnee, 10 to 15 per cent; Reno, 15 to 30 per cent; Rice, 5 to 10 per cent; Sedgwick, 30 to 50 per cent; Stafford, 25 per cent; Sumner, 3 to 10 per cent. Growth of the wheat plant ranges from normal to 30 days late, with lack of moisture the main handicap." The principal damage, as shown by the above table, is chiefly in the south central part of the state.

The first week in April, however, practically all the state as well as parts of Missouri, Oklahoma and Nebraska received a heavy snow and rain, which probably revived much of the crop.

The bullish tone of the winter wheat crop advices has been felt to some extent in the speculative corn market and has also had some influence in sustaining prices for carlots of wheat.

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A number of Kansas City firms recently have had great difficulty in covering short sales of bran and shorts, due to the fact that in the last month the market has advanced \$7 to \$9 a ton. In or two cases firms were taxed to the limit of their financial capacity. A month ago mill feed was plentiful and demand was only fair, due to the fact that corn and oats were relatively cheap. Since then mills have reduced their activity, offerings of mill feed have diminished and the big advance in corn and oats has greatly stimulated demand. The same situation has prevailed at Kansas City several other times when coarse grain reached high levels.

\* \* \*

The special ruling whereby grain could be sold at Kansas City on the basis of destination weights has been rescinded. It was in effect several months and was designed to facilitate the outbound movement of grain from this market. Before it was rescinded a survey was made of local railroad yards and it was found there was little congestion and that elevators could easily attend to weighing and other inspection work without slowing up shipments.

\* \* \*

Grain dealers from Texas, Oklahoma, Kansas, Nebraska, Missouri and Illinois have appealed to the House Agricultural Committee for legislation reimbursing them for losses claimed to aggregate \$5,000,000 in 1917 when the Government fixed the price of wheat at about 60 cents less than the current market value. B. E. Clements, president of the Texas Grain Dealers Association, and E. J. Smiley, secretary of the Kansas Grain Dealers Association, were spokesmen for the dealers from the six states. Herbert Hoover, former Food Administrator, and Julius Barnes, president of the United States Grain Corporation, were declared by the dealers to be responsible for the losses.

"We made every effort in 1917 to find out the attitude of the Grain Corporation and Food Administration, but got little information," B. E. Clements said. "We were told that there was no authority for fixing the price, but after it was fixed we were told that we should have known that they were going to fix the price. Congress would never have enacted the Food Control Law if it knew that price fixing was planned."

According to reports from claimants, received at Kansas City, it is not thought likely that Congress can be prevailed upon to make good the losses sustained in 1917. It is true that some heavy losses were sustained, but it is generally considered that the Government gave ample warning of the fixed prices. The difficulty of determining the amount of the individual losses would be a great handicap.

\* \* \*

Despite the continued shortage of cars in the Southwest and several periods of unsettled weather, wheat receipts at Kansas City in March were liberal. Total arrivals amounted to 5,186,000 bushels, an increase of 24 per cent over the February receipts, about five times as much as a year ago and nearly three times the 10-year March average. The movement is expected to continue liberal this month and probably for the remainder of the season. Receipts of corn in March were small and barely adequate for requirements. Total receipts, 1,806,000 bushels, were slightly smaller than in February, a little in excess of a year ago and 33 per cent under the average for March. Receipts of oats were about 750,000 bushels, which was 27 per cent less than in February, only half as much as a year ago, though a little above the 10-year March average.

\* \* \*

E. E. Matchette, president of the Orthwein-Matchette Company, has announced that he will file a petition in bankruptcy as a result of failure of customers to deposit margins; it is said that customers owe at least \$60,000 in margins to the firm. Mr. Matchette has



set over his personal property and real estate to meet the firm's obligations. The company was established in 1908; it had headquarters at 906 Baltimore Avenue, and branches at the stock yards here, and Salina and Atchison, Kan. C. C. Orthwein retired three years ago. Not only the sharp fluctuations in the grain markets, especially corn, but the lack of cars in which to move grain handled in cash transactions, are causes of the failure. The company bought grain on orders, paid storage charges and interest on money borrowed to buy the grain for its clients, and under the laws of Kansas, where most of them reside, the money cannot readily be collected.

## TOLEDO

H. F. WENDT

CORRESPONDENT

THE railroad situation in and around Toledo is such that practically no business can be transacted in grains. Receipts and shipments are almost nothing and no relief is seen until after settlement of the switchmen's strike. Prior to the strike, cars in this section were most scarce, dealers claiming that it was almost an impossibility to obtain anything in which to ship grain. Receipts show a like condition prevailing in the surrounding districts.

Dissatisfaction in the action of the city council in passing an ordinance which resulted in the moving ahead of Toledo clocks one hour March 28 has been expressed by members of the Toledo Produce Exchange. A change in trading hours which is not satisfactory to the majority has resulted.

A difficulty encountered by the Toledo grain and seed men is due to the fact that the opening and closing of trading sessions here are governed to some extent by those of the Chicago Board of Trade. Chicago has not yet announced a change in schedule.

The change in time resulted in Toledo Exchange being open from 10:30 to 2:15. The period from 2:15 to 5:30 when the offices close is too short to satisfactorily handle business, merchants say.

The change in time also affected Toledo persons who are accustomed to speculate in offices where hours are governed by the New York Stock Exchange.

Until the daylight saving plan is abandoned, trading sessions on the Toledo Produce Exchange will open at 10:30 to conform to the time of opening sessions at Chicago. Seed trading will cease each day at 1:15, and the grain trading will stop at 2:15 in the afternoon.

The offices of the Dobson-Steuer Company, a new Toledo brokerage firm, organized to deal in stocks, bonds, grain, local securities, cotton and provisions at 421 Madison Avenue, were opened to the public Monday, April 12. The offices are probably the most modern and complete of any between New York and Chicago, and are connected by wire to all outside markets. The resources back of the firm amount to approximately \$500,000.

Included in the new organization are John H. Steuer, a Toledoan, who for years has been actively connected with Chicago grain houses as local manager, and who will handle the grain dealings for the new concern; R. T. Dobson, Jr., of Ann Arbor, Mich., a retired newspaper man, and J. George Kapp, Jr., of Toledo, who will be in charge of the local securities department. Steuer, formerly manager of the Toledo branch offices of the Harris, Winthrop & Co., Walter Fitch & Co., and Simons, Day & Co., recently announced that he had purchased a membership in the Chicago Board of Trade. The membership sold at \$10,000.

The movement of all seeds in and out of Toledo amounts to practically nothing since the declaration of the switchmen's strike. The clover seed market is a purely sentimental market. There are sharp declines in prices and quick recoveries. Trade has been fairly active. Stocks held at Toledo are light. Alsike has recently suffered a decline. No new market features are in view. This seed continues to sell at a premium over the red seed. The demand has fallen off and a slow trade has been the rule. A few tired holders of timothy have sold out. Offerings, however, are rather light. Trade has been fair and a better feeling exists toward this seed.

A serious condition exists in the local hay market, the strike almost completely stopping business. While much hay is awaiting shipment at various points, embargoes prevent shipment. A good demand exists and farmers in the nearby districts are taking care of part of the demand with the loose stuff. The markets are very strong. Receipts amount to nothing. The better

The stock of wheat in all Toledo elevators totals

Ohio crop reports indicate a heavy damage to crops

damaged, reports say. The loss may equal the winter killing unless conditions arise to prevent the development of the fly and promote the development of wheat. Those counties bordering along Indiana seem to have been hit hardest, while the only sections apparently free are those in the extreme northeastern counties and the acreage in that district is smaller than usual.

Ohio farmers are complaining of the scarcity of help. It is reported that labor supply is 68 per cent of normal and shows a reduction of 10 per cent for the season.

Fred Mayer of J. F. Zahn & Co., Dave Anderson of the National Milling Company, A. Mennell of the Mennell Milling Company, and Arthur Cunningham of Tiffin will leave next week for French Lick Springs for a couple of weeks.

Raymond P. Lipe, of the Raymond P. Lipe Company, hay dealers, has returned from a business trip to New York.

George R. Forrester, of the Earle B. Slawson Company, bean and grain dealers, was a recent visitor on the Chicago Board of Trade.

W. W. Murphy, representative for Pynchon & Co., on the floor of the Toledo Produce Exchange has made application for membership to the latter organization. He has been a broker in Toledo for several years.

## CLEVELAND

BERT LAYTON

CORRESPONDENT

NORTHERN OHIO is again being treated to a severe epidemic of winter weather. After several weeks of springlike atmosphere that permitted the opening up of lake and rail transportation, also country roads, it has returned to the case of real downright winter, with railroads blocked, transportation delayed and again a shortage of hay and particularly oats in this market, the price of all grains, feeds and hay advancing sharply the latter part of the week of April 5. The range in price for No. 3 white oats has been from \$1.00 to \$1.07½ per bushel; No. 3 yellow corn from \$1.75 to \$1.78½.

Mill feed prices in most instances remain steady, running from \$54 for bran to \$74.68 for gluten feed.

Hay, after remaining steady at about \$37 for No. 1 timothy took a sharp upturn and all grades advanced \$1 with the return of winter. Straw prices continue fairly steady.

In the flour market the chief characteristic is dullness. Although prices advanced slightly, there is no strong demand in any quarter and local mills are running on an average of half time. C. W. Fairchild, of the Cleveland Milling Company, stated recently in an interview that he did not look for any immediate radical changes in either the demand or prices for flour in this section.

The Cleveland Grain Company is increasing their receipts and shipments of corn quite notably of late. This is, by the way, that portion of the crop that should have moved several weeks ago. The first few days in April witnessed the heaviest movement of corn that has occurred in this market during the past winter.

The Cleveland Grain and Hay Exchange was represented at the recent meeting in Washington for consideration of general freight rate increases, by A. H. Brown, assistant traffic commissioner.

The March issue of the Cleveland Athletic Club Journal carries a memorial page inserted by the grain and hay dealers of the Cleveland Grain and Hay Exchange for those of their employees who served in either the Army or Navy during the late war.

One of the liveliest and newest organizations of this city has just completed arrangements for affiliation with The Cleveland Chamber of Commerce, where in the future they will make their business headquarters and club home. This refers to the former Cleveland Flour Club, which has now become the Flour Club of The Cleveland Chamber of Commerce. At their annual dinner on April 6 held at the Cleveland Athletic Club, it was unanimously decided that the future welfare of all those engaged in the flour business of Cleveland and this locality could be furthered considerably by their organization affiliating with a strong civic body for the mutual benefit of all parties concerned. This action on the part of the flour dealers, millers, jobbers and brokers, means that in the future they will have all the facilities of The Cleveland Chamber of Commerce at their disposal and this includes official grades and weights when desired. It is expected that an official laboratory for the testing and analysis of flour and feeds will be installed.

The election of officers on this occasion resulted as follows: F. W. Blazy, Star Elevator Company, presi-

dent; C. S. Jeffries, Northwestern Consolidated Milling Company, vice-president; F. R. Sowers, Chamber of Commerce, secretary and treasurer. The following complete the Board of Directors: C. W. Fairchild, Cleveland Milling Company; C. R. Moody, Moody & Thomas Milling Company; J. E. Babbitt, Roy C. Ossman.

The result of three months' operation of electric master testers supplied by a well known Chicago manufacturer, has indicated, and demonstrated beyond doubt that where electric service is obtainable, the cost is most reasonable and the results very commendable. The principle on which these electric heaters work is the same as that of any electric stove or any other heater and one of their chief advantages is that the danger from fire or overheating is greatly diminished.

## INDIANAPOLIS

MURRAY E. CRAIN

CORRESPONDENT

THE car shortage is the outstanding feature in the Indianapolis grain trade, for the simple reason that inability to get cars has resulted in a big slowing up of business. This is not confined strictly to grain, of course, but the disadvantage has been passed on to numerous other industries. Mills have been forced to close down in many instances, being unable to get grain in or flour out. The difficulty of getting rolling stock, which has been marked for some time, was emphasized by the strike in Chicago.

One of the busiest men in Indianapolis grain circles is Bert A. Boyd, head of the grain company of that name. Mr. Boyd doesn't mind the slump in movement as much as other dealers because he has a number of outside projects on his hands. Mr. Boyd was largely responsible for the record-breaking attendance at the opening game of the American Association season at Indianapolis on April 14. "Every citizen of Indianapolis with real red blood in his veins should attend the opening game," Mr. Boyd wrote the Chamber of Commerce, in stimulating interest in the baseball opening. A trophy was offered to the city providing the largest attendance on opening day. Mr. Boyd also is a member of the Convention Committee of the Rotary Club, which will hold its annual convention at Atlantic City in June. The grain man also is chairman of the Parade Committee in charge of the pageant to be a feature of the Centennial Celebration at Indianapolis in June, when the Hoosier capital celebrates its hundredth birthday. Outside of this, Mr. Boyd has nothing to do but run the Bert A. Boyd Grain Company.

Rohm Brothers have incorporated at Rockville, Ind., under the style indicated, to operate a grain elevator and flour mill. The directors are E. H. C. Rohm, George W. Rohm, and Arthur Rohm. The capitalization is \$125,000. The change is of particular interest because of Mr. Rohm's association with the Indiana Millers Association and his prominence in the grain trade.

With the political pot boiling merrily in Indiana, grain men are taking much interest in the situation. J. K. Jennings, prominent grain dealer of Evansville, Ind., has tossed his headpiece into the political arena, announcing that he is a candidate for the Democratic nomination for State Senator from Vanderburg County, in which Evansville is located.

Harry Lawson, grain man of Shelbyville, Ind., was elected president of the Chamber of Commerce of that city at the annual meeting on April 6, having no opposition. Mr. Lawson has been active in building up the city for some time and was a logical choice for the office he was selected to fill.

After 23 consecutive years in the grain trade at Thorntown, Ind., Robert S. Stall retired on April 1. His plant has been sold to the Thorntown Grain Company, a farmers' co-operative company, for \$20,000. The farmers' original elevator was destroyed by fire several months ago.

Leroy Templeton, veteran grain dealer, died at his home in Indianapolis recently, at the age of 91. Mr. Templeton led an adventurous life, serving honorably in the Civil War, but finally settled down in the grain trade at Fowler, Ind., where he conducted an elevator for a number of years.

W. J. Anderson & Sons, conducting grain elevators at Milton, Beeson's Station and Bentonville, Ind., have sold out to Cain, Snyder & Stone, of Connersville. The deal is effective May 17.

Charles B. Riley, secretary of the Indiana Grain Dealers Association, commented on the fact that while farmers are showing more and more activity in establishing co-operative stores, the tendency is not so marked as far as their entering the grain trade is concerned. And not all of the farmers' business ventures



are meeting with success by any means. Several suits have been filed in Indiana by agriculturists, who bought stock or memberships in various concerns with the idea that they were to receive big discounts for implements and other necessities. Mr. Riley announces that the supplement to the directory of grain men recently issued, will be off the press about April 20, and will be distributed immediately. It contains information of late changes in the trade and other data of value.

The Farmers' Elevator Company, of Colfax, Ind., bought the Vandalia grain elevator at Colfax on April 1. On April 5, the plant was destroyed by fire, with a loss of about \$25,000. Insurance amounted to \$15,000.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

THE opinion that wheat prices will be maintained on a high level during the new crop year, was expressed by Julius H. Barnes, president of the United States Grain Corporation, in the course of conversation while on a recent visit to this market from New York. He pointed out that with a greatly reduced production of winter wheat in prospect, it is up to the farmers of the Northwest to place as large an area as possible in spring wheat this season.

In view of the peculiar situation in foreign exchange brought about through the war he thinks that export business will require careful handling on the part of those engaged in it after Government control ceases on June 1 next, and that it remains to be seen whether private enterprise will be able to carry the burden of financing export trade and establishing the necessary credits at the higher prices current for grains.

Commission houses on this market are sanguine that an early decision will be given by the Bureau of Markets at Washington on the application of growers and the trade interests generally in Minnesota and North and South Dakota for modifications in the present grain grades with a view to making them less stringent. The allowance of a percentage of moisture up to 15 per cent in Nos. 1 to 3 Northern was among the changes asked for. The Duluth Board of Trade was represented on the hearing in the application held at Chicago before representatives of the Bureau of Markets, by E. N. Bradley, H. J. Atwood and C. T. Mears.

Operators on the Duluth market are still being compelled to keep their fighting clothes on in order to bring about the correction of inequalities in rates and discriminations that keep bobbing up. It now transpires that Lake Michigan ports are favored to the extent of 2 cents a hundred pounds over the head of the lakes ports in rates on grain for shipment to the East. The Duluth Board of Trade has asked that the present differential in favor of Lake Michigan ports be eliminated thus restoring the proper relations between the markets. The problem was threshed out at a recent hearing before the Trunk Line Association at New York. After listening to the contentions of the Duluth representatives, E. N. Bradley, M. L. Jenks, Charles F. Macdonald, secretary of the Duluth Board of Trade and S. F. Keiser, manager of the Commercial Clubs' Traffic Commission, it was admitted by the railroad officials that the discrimination complained of should be removed. It was left to the Trunk Line Association to work out a fair solution and in the event of that body failing to find one, it was intimated by the Duluth delegation that a complaint would be filed with the Interstate Commerce Commission.

The rate of commission for buying and selling for future delivery, wheat, rye and barley, on the Duluth market has been fixed at ¼ cent per bushel and on flaxseed at ½ cent per bushel. When delivery of warehouse receipts is made on contracts for future delivery, an additional charge of ½ cent per bushel will be made for wheat and other grains, and ¼ cent for flaxseed. No additional charge will be made for selling the same receipts.

Shippers of grain on the Duluth market have felt somewhat nervous regarding the possibility of delays being brought about in the handling of grain at Buffalo elevators after the opening of navigation owing to the development of labor troubles there. In view of the small amount of grain to be sent down the lakes from here this spring, they think that the grain handlers' action at Buffalo is ill-timed for them. Attention is drawn to the fact that only about 1,550,000 bushels of wheat is now being carried in Duluth elevators as compared with 23,402,000 bushels last year, and that furthermore no grain was carried in boat storage at this point last winter, while a year ago several boats were loaded out early in order to relieve the elevator congestion. Up until recently very little wheat has been coming into this market, but some improvement has been noted lately. Even at that it will be seen that the tonnage of wheat to be sent East this spring is a mere bagatelle. For the present crop year from August 1 last to April 10, receipts of

all grains on this market aggregated only 26,348,000 bushels against 109,264,000 bushels last year. Wheat receipts during that period were 11,263,000 bushels against 87,043,000 bushels last year.

Trading in rye was the outstanding feature in operation on the Duluth market during the last month. Active interest was shown by Eastern exporters, and it is now estimated that all but 200,000 bushels of the 7,700,000 bushels of rye held in the elevators here has been sold to go out at the opening of navigation. Boat space at a basis of 3¼ cents a bushel has been engaged for the great bulk of the rye to be shipped. The spot price on No. 2 rye on this market has advanced to around \$1.91, as compared with \$1.70 a month ago. Boat space for nearly all the spring wheat and durum in store at the Head of the Lakes elevators has been chartered at 4 cents a bushel as compared with 5½ cents at the opening of navigation last year.

John D. Shanahan of the Niagara Falls Milling Company, Buffalo, was a recent visitor on the Duluth market. He expressed the opinion that labor troubles in elevator circles there would soon blow over, and that the plants will be found in position to take care of any spring rush that may come about. Railroad officials are sanguine that the freight car situation in the East will show gradual improvement, he asserted.

Houses here with elevator connections over the West have received encouraging reports lately regarding the outlook for the seeding of wheat and other grains this spring. It is believed that the acreage planted will be fully up to normal, and it is conceded in all quarters that the soil conditions over Minnesota, North Dakota, and Montana could not well be improved on as a result of the heavy snowfalls during the winter. Up to the recent cold snap farmers were generally getting into the fields over North Dakota and Minnesota, and some seeding of spring wheat had been done. Anxiety is expressed in some quarters, however, on the score of the farmers in the drought-stricken areas of Montana making a full recovery this season. Reports being received are that difficulty is being experienced in obtaining seed in some districts owing to the contraction of credits resulting from two or three successive crop failures. Line elevators' managements here have, however, taken a hand in affording assistance wherever possible.

Frank Tenney, of the Tenney Company, has been receiving the congratulations of friends on his return home from his honeymoon trip. He was married recently to a Boston young lady.

Among the innovations introduced on the Duluth Board of Trade recently was an electric margin call signal. It occupies a position above the blackboard on the trading floor, and when it becomes necessary to call for additional margins on any grain the notice is conveyed through a deep red light. George F. Foster, secretary of the Clearing House Association, asserts that the contrivance has saved him considerable leg work so far.

With quotations in feedstuffs of all kinds soaring on the markets, operators specializing in that trade note that dealers are pursuing a conservative policy, and are buying only to cover their immediate needs. In that connection R. M. White, of the White Grain Company, asserted that his firm has been doing a good trade in the aggregate in feeds since early last fall as a result of dairying operations through this territory having been extended. He is sanguine that trade in coarse grains will be heavy on this market next fall as a result of the recent readjustments in freight rates made on the order of the Interstate Commerce Commission.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

BUSINESS has been fairly active with the local grain houses and elevator companies during the past month, there having been a very heavy demand for seed oats, while corn has also been in good movement. Receipts have been rather light during the past few days, with all prices higher and demand good. Traffic troubles in various sections of the North and West are interfering materially with freight movements from such sections, and creating a larger demand on the smaller centers. Elevators have more space available for handling corn and oats as a result of heavy supplies of wheat having moved out to owning millers of Louisville and other Southeastern sections. Such grain had some of the elevators loaded down for several months.

The wheat situation is an interesting one. The March Federal report showed larger supplies available than had been generally thought, but reports on the new wheat crop show such a big drop in the winter wheat belt that prices are stronger, and expected to go much higher. Louisville millers are now offering \$2.79 for

No. 2 soft winter red wheat, which is almost up to the top price of the higher market earlier in the year. With the forecast for 483,617,000 bushels as compared with 731,636,000 bushels harvested last year in the winter belt, millers and wheat men can't help but feel that prices will go much higher, and that there will not be much of a break if any in turning into the new crop year.

Kentucky's wheat prospect is the worst of many years. Only a 60 per cent acreage was planted, due to bad weather at planting time, while due to bad crop conditions the yield is not expected to go better than 50 per cent of normal. Much acreage will be abandoned, it is said. Some fields in Jefferson County look good, but as a whole the situation is not promising. A Louisville miller has a letter from a Texas miller, in which the latter estimated that Texas didn't plant more than 25 or 30 per cent normal acreage, due to bad weather at planting time. Reports from other winter wheat states are not encouraging.

The demand for millfeeds has been very heavy, while receipts and offerings have been far off due to small operations of flour mills. Many mills are operating half time or less. A recent report of 68 mills in the Southeastern District showed 48 per cent operations for a week. This is resulting in small production, while spring wheat mills are not busy either. Mills are in many cases selling feed only with flour, forcing feed to sell flour, this making it hard on the jobber who doesn't handle flour in securing supplies. Bran is quoted at \$55 per ton; middlings, brown, \$61; gray, \$62; mixed feed, \$58; hominy meal, \$69; scratch feed, \$78.65; cracked yellow corn, \$71.40.

The hay market has been at an unprecedented level during the month, due to car shortage, and lack of labor, while farmers are busy in the fields, and not shipping. Demand is keen, locally, in the state and South. Baled hay is quoted as follows: No. 1 timothy, \$41; No. 1 clover, \$40; No. 1 mixed, \$40; No. 1 local alfalfa, \$40; No. 1 Western alfalfa, \$43; straw, \$13.50 and \$14.50. Other grades are quoted at the usual differential, the cheapest No. 1 or No. 2 quoted, being No. 2 clover, at \$36.

Due to the fact that a large acreage commonly planted to wheat was passed up last fall due to rain and labor shortage at planting season, farmers are going into spring oats this season, although oats are generally planted in the fall along with wheat and rye. Demand for seed oats this spring has been the heaviest ever known. Sacked, cleaned seed oats are quoted at \$1.25 a bushel. Country run oats are quoted at \$1.08 for No. 3 mixed to \$1.09½ for No. 2 white.

The corn market is very stiff with No. 2 white at \$1.84, and mixed and yellow No. 2, at \$1.83. No. 3 grades are two cents under. There is a good milling demand, with corn mills again operating full time. Corn is moving to primary points slowly, and the Chicago freight strike, along with car shortage, and May option corner, are all having their effect on the market. Corn is in good shape this season, and while the germination season is on there isn't much prospect of having any material trouble in handling stocks of either corn or corn products, although buyers of corn products are being cautioned to watch them closely. Louisville millers under new regulations are now quoting corn products on barrel basis, but packed in cotton. Unbolted meal is quoted at \$8.25 a barrel, other products ranging to corn flour at \$9 a barrel.

The Ballard & Ballard Mills, Louisville, were down in the wheat department for three days during the early part of April, and down again the better part of the week of April 5, due to lack of car lot orders. The corn mill has been running full time.

New machinery is being installed by the Kentucky Feed & Grain Company, in the recently purchased Clarkson tobacco factory, and the company expects to be manufacturing general lines of stock feeds within a short time. The company has increased its capital stock from \$50,000 to \$200,000 to take care of enlarged operations.

Louisville lost a prominent citizen and well known grain man in the latter part of March in the death of Andrew Edinger, 74 years of age, who established the house of Edinger & Co., which for many years manufactured feeds and dealt in flour, grain, hay, etc. Mr. Edinger retired from active service about five years ago, turning the business over to his sons, William, Oscar and Albert to run. A few weeks ago he suffered a severe attack of acute indigestion, and later went to Sarasota, Fla., for a rest. He died of another attack at that point. Mr. Edinger was a native of Louisville, and spent all of his life here, except a few years in the harness business in Indiana. With his brother, the late W. H. Edinger, he established the local business in 1878, and in 1903 the present organization of Edinger & Co., was incorporated. He is survived by his wife, a daughter and four sons.

Due to railroad regulations on shipping capacity cars the grain houses today find it practically impossible to hand sacks in the cars, and are installing machinery for sacking in the plant. The Kentucky Public



April 15, 1920

Elevator Company has placed orders for three additional automatic scales, and four Union Special Bag Closing and Sewing Machines for loading and sewing up sacks prior to loading to cars. At that a good deal of time and labor will be saved through use of machinery. The heavy demand for sacked seed oats is keeping the sacking department hustling. The Kentucky Public Elevator Company reports a much better movement through its plant during the month, with a good movement to the South, largely sacked, there not being such a heavy bulk movement on oats as formerly. Movement of rye has been very quiet all season.

The fuel situation is causing some worry, as coal prices have been advanced until Eastern Kentucky steam coal is now costing around \$4.50 to \$5 a ton, an advance of about \$2 a ton over Federal prices since April 1. This is largely due to the worst coal shortage ever known, and large increase in production cost. Mines on the Louisville & Nashville system only had a 46.85 per cent coal supply in March, and many mines haven't been averaging better than a day or two per week.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for March:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	1,069,820	643,232	.....	.....
Corn, bus.	463,165	77,143	.....	.....
Oats, bus.	995,518	828,545	.....	.....
Barley, bus.	42,306	16,807	.....	.....
Rye, bus.	2,922,073	2,413,814	.....	.....
Hay, tons.	3,485	.....	.....	.....
Flour, bbls.	363,368	185,070	.....	.....

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	977,000	1,231,000	1,375,000	1,760,000
Corn, bus.	8,449,000	3,824,000	2,804,000	1,572,000
Oats, bus.	5,568,000	3,719,000	4,679,000	5,403,000
Barley, bus.	959,000	3,443,000	269,000	1,163,000
Rye, bus.	829,000	1,017,000	901,000	1,621,000
Timothy Seed, lbs.	3,115,000	2,985,000	3,365,000	3,621,000
Clover Seed, lbs.	2,239,000	1,175,000	856,000	1,109,000
Other Grass Seed, lbs.	3,660,000	2,670,000	2,513,000	1,496,000
Flax Seed, bus.	84,000	52,000	11,000	.....
Broom Corn, lbs.	1,303,000	1,557,000	1,627,000	1,519,000
Hay, tons.	27,626	20,351	9,356	4,253
Flour, bbls.	785,000	648,000	686,000	440,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	145,200	72,000	140,400	138,000
Corn, bus.	378,200	178,800	163,200	238,800
Oats, bus.	438,000	488,000	208,000	200,000
Barley, bus.	5,200	20,800	.....	.....
Rye, bus.	3,600	288,000	1,200	21,600
Far Corn, bus.	8,000	30,400	.....	.....
Feed, tons.	3,750	3,750	.....	.....
Hay, tons.	12,396	10,010	.....	.....

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	72,068	36,747	16,226	3,972
Corn, bus.	99,773	126,692	19,775	75,398
Oats, bus.	164,469	318,353	6,700	130,246
Barley, bus.	5,791	361	.....	.....
Hay, tons.	2,214	1,411	1,113	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	418,655	76,529	313,276	1,702,831
Oats, bus.	57,162	10,955	137,809	2,000
Barley, bus.	30,157	22,420	2,917	44,582
Rye, bus.	1,010,464	164,162	.....	.....
Flax Seed, bus.	93,415	111,377	65,043	49,819
Flour, bbls.	.....	5,740	49,735	56,820
Production.	69,015	56,985	.....	.....

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	639,286	150,000	.....	.....
Barley, bus.	214,320	.....	.....	.....
Rye, bus.	95,000	.....	.....	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	5,219,100	994,950	3,366,900	4,048,650
Corn, bus.	1,605,000	1,283,750	715,000	1,228,750
Oats, bus.	756,000	1,395,700	520,000	1,194,000
Barley, bus.	325,500	96,000	163,800	170,300
Rye, bus.	81,400	48,400	94,600	50,600
Raffin, lbs.	741,400	383,900	363,000	191,000
Hay, tons.	78,576	30,792	43,860	9,636
Flour, bbls.	63,375	81,850	239,850	241,800

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	341,700	473,280	295,960	706,094
Corn, bus.	1,626,300	514,300	565,760	258,896
Oats, bus.	2,123,810	1,428,520	997,400	1,480,072
Barley, bus.	607,620	1,822,770	222,800	573,401
Rye, bus.	123,950	100,100	44,250	1,002,400
Timothy Seed, lbs.	14,432	.....	120,172	28,000
Clover Seed, lbs.	166,439	561,222	314,903	76,200
Malt, bus.	60,800	32,300	189,728	234,257
Flax Seed, bus.	34,700	18,400	.....	.....
Feed, tons.	3,330	3,730	17,365	13,430
Hay, tons.	2,868	1,356	636	108
Flour, bbls.	22,950	39,970	79,660	276,340

**MINNEAPOLIS**—Reported by J. P. Larawa, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	6,533,700	8,404,830	2,598,720	3,761,140
Corn, bus.	575,950	852,130	546,930	2,089,910
Oats, bus.	1,078,520	1,822,150	1,395,740	6,004,220
Barley, bus.	848,820	5,571,330	815,340	2,822,620
Rye, bus.	733,760	3,019,780	1,055,140	734,850
Millstuffs, tons	8,885	9,435	49,246	57,067
Flax Seed, bus.	427,670	828,620	35,150	68,250
Oil Cake, lbs.	123,428	.....	11,907,909	16,310,927
Hay, tons.	1,922	2,305	681	1,197
Flour, bbls.	49,624	144,180	1,150,790	1,459,055

**NEW ORLEANS**—Reported by G. S. Colby, chief grain inspector and weighmaster of the Board of Trade:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	.....	.....	1,342,485	965,933
Corn, bus.	.....	.....	66,355	38,308
Oats, bus.	.....	.....	98,835	239,287
Barley, bus.	.....	.....	373,362	.....

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	963,200	.....	906,000	.....
Corn, bus.	72,900	.....	19,000	.....
Oats, bus.	1,530,000	.....	1,602,000	.....
Barley, bus.	810,650	.....	287,000	.....
Rye, bus.	813,750	.....	881,000	.....
Timothy Seed, lbs.	1,492	.....	.....	.....
Clover Seed, lbs.	1,787	.....	1,639	.....
Other Grass Seed, lbs.	10,802	.....	2,110	.....
Hay, bales.	553,764	.....	814,000	.....

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	996,000	427,200	1,028,400	1,099,200
Corn, bus.	2,150,400	2,109,800	1,983,800	2,038,400
Oats, bus.	1,196,000	1,826,000	1,174,000	1,998,000
Barley, bus.	48,600	441,000	30,600	230,400
Rye, bus.	155,100	139,700	268,400	83,600

**PHILADELPHIA**—Reported by Samuel S. Daniels, statistician of the Commercial Exchange:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	796,173	3,496,281	298,262	3,914,182
Corn, bus.	238,064	168,229	63,267	78,612
Oats, bus.	229,737	472,532	.....	.....
Barley, bus.	1,492	258,750	38,219	202,895
Rye, bus.	326,316	1,299,905	312,142	1,096,501
Flour, bbls.	238,220	200,570	312,846	141,714

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce [all export grain]:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	2,162,661	3,384,750	3,069,236	4,050,063
Corn, bus.	197,050	.....	153,823	.....
Barley, bus.	337,683	.....	171,193	.....
Rye, bus.	423,656	.....	77,310	.....

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants Exchange:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	1,394,748	1,059,629	1,085,740	772,260
Corn, bus.	3,414,850	1,666,325	2,304,510	739,230
Oats, bus.	3,130,000	2,820,000	2,759,180	2,015,935
Barley, bus.	41,600	75,200	26,790	26,425
Rye, bus.	20,900	18,718	40,650	920
Hay, tons.	37,507	12,250	22,600	7,480
Flour, bbls.	410,970	249,120	505,340	265,330

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, ctls.	17,245	.....	.....	.....
Corn, ctls.	28,432	.....	.....	.....
Oats, bus.	20,715	.....	.....	.....
Barley, ctls.	65,919	.....	.....	.....
Rye, ctls.	1,104	.....	.....	.....
Hay, tons.	4,587	.....	.....	.....
Flour, bbls.	220,943	.....	.....	.....

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

	Receipts		Shipments	
	1920	1919	1920	1919
Wheat, bus.	188,505	123,900	181,395	64,200
Corn, bus.	241,885	104,500	83,910	79,340
Oats, bus.	256,700	394,500	81,650	554,690
Barley, bus.	1,200	29,500	.....	10,810
Rye, bus.	39,365	52,800	76,590	72,790
Timothy Seed, bags	15,373	13,780	13,269	20,237
Clover Seed, bags	2,739	3,001	5,741	15,424
Alsike Seed, bags	429	303	3,565	3,061

## A PLEA FOR MORE WHEAT

The Spring Wheat Crop Improvement Association, in the course of its recent bulletin outlining seed wheat conditions in the Dakotas and Minnesota, makes a forceful plea for "More Wheat." The bulletin says, in part:

"Wheat is the basis of all value, and no matter what the farmer thinks he can do in the way of corn, potatoes, live stock, or what not, he can not for several reasons depart radically from wheat on account of labor, if nothing else. He is fixed for wheat and he is not fixed for other crops, so it would be a calamity if he were to abandon wheat. "There is a fallacy which is often taught by theoretical educators that when there is a light crop the farmer makes more money on account of the price, but certainly those farmers who will have no wheat next year will not get very rich.

"Everybody ought to talk *More Wheat—More Wheat* because there is scarcely a county in the wheat belt which is not a million dollars better off with a good crop of wheat."

## THE HEARING ON WHEAT GRADES

Before one of the most representative gatherings of grain dealers, millers and wheat growers ever assembled, Secretary of Agriculture Meredith and George Livingston, chief of the Bureau of Markets, listened to the arguments of Northwestern growers and dealers, led by a representative of the state Board of Grain Appeals of Minnesota, the Duluth Board of Trade and Agricultural Commissioner Hagen of North Dakota, as to why the wheat grades should be changed. The principal changes desired were as follows:

1. Substitute "Humpback" as a subclass for "Red Spring" and make the definition of the sub-class "Humpback" in the Federal standards read as follows: "This sub-class shall include wheat of the class Hard Red Spring consisting of more than 10 per cent of the variety 'Humpback.'" This would necessitate changing the definition of the sub-class "Northern Spring" so as to read as follows: "This sub-class shall include wheat of the class Hard Red Spring, consisting of less than 75 per cent of dark, hard and vitreous kernels. This sub-class shall not include more than 10 per cent of wheat of the variety 'Humpback.'"

2. In place of the requirement in all of the No. 1 grades in the Hard Red Spring and Durum classes that the wheat in grade No. 1 shall be "bright" provide that the wheat in all of these No. 1 grades shall be of "good color."

3. Make the maximum percentage of moisture allowed in all grades from No. 1 to No. 5, inclusive, in the Hard Red Spring and Durum classes 15 per cent and provide that all wheat in these classes having more than 15 per cent moisture shall grade Sample Grade, making a regulation that all licensed grain inspectors in grading the wheat in these two classes shall state the exact percentage of moisture on the grain inspection certificates when it exceeds 15 per cent. As an alternative for the foregoing make the 15 per cent limit apply only to the first three grades—No. 1, No. 2, No. 3—and let the limit remain at 16 per cent for No. 4 and No. 5 as it is now in the Federal grades. Under this alternative also make the regulation requiring the inspectors to show the exact moisture content on their certificates when over 15 per cent.

4. Change the requirement with





## EASTERN

Leroy S. Churchill, G. W. Bartlett, F. Fuller, J. W. Van Allen and G. T. Hackett are the incorporators of the Churchill Grain & Seed Company, Inc., of Buffalo, N. Y. Its capital stock is \$100,000.

Capitalized at \$50,000, the James H. Nye Company has been incorporated at Brockton, Mass., to handle grain and hay. Its incorporators are: Josiah C. Nye, Florence G. Nye and Marshall Wilbur, all of Brockton.

Thos. F. Colbert and Walter F. Colbert of Somerville and Jas. A. Colbert of Medford, have filed articles of incorporation at Somerville, Mass., as the Colbert Bros. Company and will handle grain. Its capital stock is \$25,000.

Consideration is being given the pooling of the interests of the Western Maryland and the Baltimore & Ohio Railroad's elevators at Baltimore, Md. The scheme involves the enlargement of the Port Covington Elevator of the Western Maryland Railroad and the closing of the present Baltimore & Ohio Elevators.

## INDIANA

A grain elevator may be erected at Crumstown, Ind., for the farmers of that place.

Two elevators are to be erected at Dale, Ind., for the Wallace Milling Company.

M. A. Current & Co., are succeeded at State Line, Ind., by the State Line Grain Company.

A grain elevator costing \$5,000 is to be erected at Silver Lake, Ind., by farmers around there.

An elevator company is to be organized at Fowlerton, Ind., by the farmers of that vicinity.

Rogers & Link's elevator at Coburg (Alida p. o.), Ind., has been purchased by the Farmers Elevator Company.

The Woodbury-Files Company's elevator at Matthews, Ind., has been purchased by the recently incorporated Farmers Co-operative Grain Company.

The Stratton Bros., hardware dealers, and R. E. Hayes, feed and grain dealer, are succeeded at Campbellsburg, Ind., by the Campbellsburg Supply Company.

Lyon & Greenleaf of Ligonier, Ind., have contracted for the erection of new steel and concrete grain elevator at Millersburg, Ind. The plant will cost \$30,000.

A new 16,500-bushel elevator of vitrified tile costing \$30,000 has been erected at Speicher (Mail Wabash), Ind., for the Farmers Co-operative Elevator Company.

Robt. S. Stall has sold his electrically operated elevator at Thornton, Ind., to the Thornton Grain Company. Consideration, \$20,000. He retired on April 1 from business.

Capitalized at \$50,000, the Cutler Co-operative Elevator Company has been chartered to operate at Cutler, Ind. John Jarvis, Wm. Bordner and Wm. Draper are interested.

Wm. M. Wiley, Henry J. Fink and Herman F. Snyder have incorporated at New Augusta, Ind., as the New Augusta Grain & Supply Company. The company is capitalized at \$25,000.

L. Brown, Carl Burt, Harley Koontz have incorporated the Mooreland Co-operative Company of Mooreland, Ind. The firm will handle grain products. Its capital stock is \$50,000.

Articles of incorporation have been filed at Elwood, Ind., for the Jay Grain Company. D. W. Jay, S. A. Miller and C. S. Miller are interested. The capital stock of the firm is \$60,000.

Wm. B. Fisher has purchased the grain elevator, lumber and coal business at Lapel, Ind., conducted by James and Frank E. Woodward as the Woodward Bros. The consideration was \$40,000.

The Farmers Elevator Company has been organized at Galveston, Ind., with J. B. Rose, president; B. W. Seavers, vice-president; C. M. Harness, secretary and V. Wilson, treasurer. The firm will erect a grain elevator.

A co-operative association, capitalized at \$50,000, has been formed at Peabody, Ind., by farmers in the neighborhood of that town. The firm, of which Leon Alexander is president, will buy or build a grain elevator there.

Capitalized at \$50,000 the Raber Co-operative Company has been incorporated at Raber (r. f. d. Columbia City), Ind. The firm will handle grain

and products. J. J. Kyler, J. W. Wolfangle, and Lewis Plummer are interested.

Harley Linville's grain elevator at Blountsville, Ind., has been purchased by the Farmers Co-operative Company.

L. Hager, L. R. Dougan, T. J. Howard and R. Culbertson are the incorporators of the Farmers Co-operative Society which will conduct a grain and grain products business at Hosmer, (r. f. d. Glezen), Ind. It is capitalized at \$10,000.

## CANADA

The plant of the Victoria Elevator Company at Holland, Man., is to be rebuilt.

The Farmers Co-operative Society has purchased the big elevator at Unionville, Ont., near the Grand Trunk tracks.

Nelson & Maltla, Ltd., of Port Arthur, Ont., have been incorporated to deal in feed, hay and flour. Capital stock is \$40,000.

The Robin Hood Milling Company of Moose Jaw, Sask., has erected a new elevator of 425,000 bushels' capacity. The elevator will cost \$150,000.

A grain elevator of 40,000 bushels' capacity and mill of 100 barrels' capacity is to be erected at Peace River, Alta., for the Peace River Milling & Grain Company.

Norman McKay and R. D. Simpson of Owen Sound, Ont., contemplate the erection of a grain elevator in the near future. It will cost approximately \$200,000.

The Darlingford Farmers Elevator Company, Ltd., of Manitou, Man., has made application to increase the capital stock of the company from \$9,000 to \$18,000.

Six new co-operative elevators are to be built by the Saskatchewan Co-operative Company during the coming year. They will cost \$100,000. The organization now operates 315 elevators.

## THE DAKOTAS

Garrett & Lapper have sold their grain business at Blunt, S. D., to H. H. Persons.

W. W. Whipple's elevator at Kongsberg, N. D., has been purchased by the Cargill Elevator Company.

Extensive improvements are to be made to the elevator of the Farmers Elevator Company at White Rock, S. D.

J. Driscoll & Son are equipping their elevator at Emery, S. D., with a Globe Dump and a 10-ton Howe Scale.

The plant of the Farmers Elevator Company at Casselton, N. D., is to be rebuilt. It was recently destroyed by fire.

The elevator at Lisbon, N. D., together with the wood yard, has been purchased by P. E. Overland from Fred C. Rector.

The contract has been awarded by the Shanard Elevator Company of Bridgewater, S. D., for a new 30,000-bushel elevator.

The two elevators of the International Elevator Company of Cavalier, N. D., are undergoing extensive improvements.

A. E. Carter and Allan Carter have purchased the elevator and the general store of O. M. Johnson at Venlo (mail Anselm), N. D.

The plant of the Farmers Elevator Company of Revillo, S. D., is to be repaired. The driveway is being fixed; roof shingled and addition built.

The Farmers Elevator Company of Newville, N. D., has let the contract for the erection of a grain elevator of 50,000 bushels' capacity.

The Independent and Wild Elevators at Osbrook, N. D., have been purchased by L. H. Smith of Grand Forks and Otto Rasmussen of Easby.

The Farmers Elevator Company of Grandin, N. D., have made improvements to its plant and seed cleaning machines, graders, etc., installed in it.

The McCaull-Webster Elevator of Meckling, S. D., has been purchased by the Farmers Union Co-operative Elevator Company. LeRoy Dickey is manager.

The contract has been let by the Frankfort (S. D.) Farmers Mill & Elevator Company for repairing its elevator. New machinery is to be installed and extensive repairs made.

The Farmers Elevator Company has let the contract for a new elevator at Lidgerwood, N. D., in-

cluding the erection of new leg, installation of new automatic machinery and building of new offices. A. G. Honl is manager.

Probably the capital stock of the Farmers Elevator Company operating at Dwight, N. D., has been increased. The company is contemplating the erection of a modern grain elevator.

The Farmers Elevator Company of Howard, S. D., will build a grain elevator at Howard with capacity of 30,000 bushels. This plant replaces the old structure belonging to the company.

The contract has been let for a 25,000-bushel elevator for the Farmers Grain & Stock Company of Scotland, S. D. E. B. Kast is manager. The plant will be ready for operation by May 1.

The Roberts & Puff Elevator at Yankton, S. D., is now the property of Eugene Keraney and J. P. Kelly, who will operate same under the name of the Yankton Grain Company. They will handle grain, coal and feed.

The following South Dakota firms have equipped their elevators with Trapp Combination Truck and Wagon Dumps: A. H. Betts of Mitchell for Alexandria elevator; Farmers Union Co-operative Association of Missionhill; Colman Elevator Company of Colman; and G. W. Van Dusen Company of St. Lawrence.

The elevator of the Farmers Co-operative Company at Ayr, N. D., has been repaired and overhauled. Two 1,600-bushel automatic scales, whole platform dump scales, two double legs, fast carrying new spouting, new pits, ropes, etc., are to be installed. The improvements will cost \$9,800. J. M. Montgomery is agent.

## MINNESOTA AND WISCONSIN

The elevator of A. W. Headrick at Argyle, Minn., is being remodeled.

The Rubicon Malt & Grain Company of Rubicon, Wis., has filed articles of dissolution.

The Farmers Elevator Company of Stewartville, Minn., is to build a new 25,000-bushel elevator.

A new 50,000-bushel elevator is to be built at Kennedy, Minn., for the Farmers Elevator Company.

The farmers elevator company has been organized by the farmers in the vicinity of Waldorf, Minn.

The elevator of the Farmers Elevator at West Concord, Minn., which burned last fall, is to be rebuilt.

A grain elevator costing \$35,000 is to be erected at Alpha, Minn., for the Farmers Co-operative Society.

Capitalized at \$50,000, the Farmers Elevator & Lumber Company has been incorporated at Green Valley, Wis.

A new grain elevator is to be constructed at Beloit, Wis. Men of the Chamber of Commerce are backing the project.

The stockholders of the Farmers Elevator Company of Eden Valley, Minn., have voted to dispose of their property there.

The Hunting Elevator Company of St. Clair, Minn., has purchased a site there and will erect and operate a grain elevator.

Operations are soon to be resumed in the elevator at Douglas, Minn., which has been closed for several years. It has changed hands.

The Independent Elevator at Sanborn, Minn., is to be wrecked. The material is to be shipped to a South Dakota point and rebuilt.

The elevator of the Northfield (Minn.) Farmers Elevator Company is to be remodeled. Machinery is to be installed and repairs made.

The Sleepy Eye Mills of Sleepy Eye, Minn., are to be equipped with new storage capacity of 200,000 bushels. The contract has been let.

The elevator of the Hallock Grain & Supply Company of Hallock, Minn., is to be remodeled. A Howe Sonander Scale and new dump is to be installed.

The Gilbertson & Espeseth Elevator and Warehouse at Erskine, Minn., has been purchased by J. Gull. He will remodel it and has let the contract for the work.

The J. E. Danielson Elevator and property at Red Wing, Minn., has been purchased by William Befort. He will assume charge on July 1. The Danielson Elevator is a landmark of the vicinity. It was built in the early '70s by Mr. Danielson's



father. The business, after the senior Mr. Danielson's death, was conducted by J. E. and C. E. Danielson and of late years by J. E. Danielson.

A grain storage house of 300,000 bushels' capacity is to be constructed at La Crosse, Wis., at the Listman Mills.

Farmers in the vicinity of Fairmont, Minn., are interested in the erection of a grain elevator there. It will be conducted on a co-operative basis.

The Carlson Farmers Elevator Company of Delft, Cottonwood County, Minn., has installed a Trapp Combination Truck and Wagon Dump in its elevator at that place.

The grain and potato business of the T. H. Cochran Company at Mauston, Wis., has been sold to James Allaby and P. McCarthy. They will operate as Allaby & McCarthy.

Capitalized at \$40,000, the Winslow Co-operative Association has been incorporated at Monroe, Wis., to handle grain, seeds, coal, etc. M. C. Liphart, J. M. Ferguson and K. F. Kline are interested.

The charter of the Badger Grain Company of Green Bay, Wis., has been amended and capital increased from \$10,000 to \$50,000. The firm is contemplating changes to its grain elevator. The elevator will be improved, the roof raised 20 feet and hopper scales installed.

#### IOWA

Farmers around Blockton, Iowa, are interested in a new elevator.

A warehouse is to be built this summer by the Farmers Co-operative Society of Wesley, Iowa.

The capital stock of the Farmers Elevator Company at Essex, Iowa, has been increased to \$50,000.

The elevator of Walker & Preebler at Batavia, Iowa, has been sold to the Farmers Elevator Company.

Farmers around Wiota, Iowa, are interested in the erection and operation of a grain elevator there.

The Farmers Grain & Lumber Company of Carroll, Iowa, has increased its capital stock to \$20,050.

The contract has been let by the Diamond Lumber Company of Webster, Iowa, for a 10,000-bushel elevator.

I. J. Todd and H. H. Martin have purchased the elevator at Mediapolis, Iowa. It has been run by M. E. McGray.

The capital stock of the Farmers Elevator Company of Toledo, Iowa, has been increased from \$10,000 to \$20,000.

W. R. Burt of Galt, Iowa, has purchased the elevator of E. J. Hunk at Clarion, Iowa. Possession is to be given on July 1.

Efforts are being made to interest the farmers in the vicinity of Jacob (r. f. d. Grinnell), Iowa, in the erection of a grain elevator there.

The Quaker Oats Company has let the contract for a 50,000-bushel addition to its elevator at Ware, Iowa. It will be of wooden construction.

John Harmon, Conrad Hug and A. F. Miller have organized the Farmers Grain Company of Polk, Iowa. The company is capitalized at \$50,000.

A site at Albia, Iowa, has been purchased by the Wilkins Grain Company. It will erect a building and warehouse for storing grain, seed and feed.

The plant of the Farmers Elevator Company at Albert City, Iowa, has been equipped with a Globe Combination Dump and a 22-foot Fairbanks Scale.

Capitalized at \$25,000, the Co-operative Elevator & Shipping Association has been organized at Danville, Iowa. Lee Mix is interested in the organization.

The contract has been let by the Farmers Elevator Company of Kingsley, Iowa, for the erection of a 25,000-bushel elevator. It will be completed by May 1.

Trapp Auto Truck Dumps are to be installed in the elevators of the following Iowa firms: J. E. Sweedberg of Boxholm and Farmers Elevator Company of Boxholm.

The Burke Grain Company has been incorporated at Sioux City, Iowa. S. A. Burke, A. S. Burke and C. Burke are interested. The capital stock of the firm amounts to \$100,000.

The elevator of the Barnum Elevator Company of Barnum, Iowa, is to be remodeled and new scales and truck dump installed. A brick annex is to be built to the grain storage.

Mullen & Doughan's elevator at Britt, Iowa, has been purchased by Wm. Sprangler. Mr. Sprangler will operate it. He was formerly manager of the Farmers Elevator Company at Wesley.

A warehouse, with basement, is to be erected for the Farmers Co-operative Company of Clemons, Iowa. The warehouse will be equipped with elevator, electricity and furnace and will cost \$9,000.

The elevator at Haverhill, Iowa, of the Farmers Co-operative Exchange is to be remodeled. It will be covered with galvanized iron; there will be conveyor running from annex to main elevator connecting with two stands of elevator legs. A rope drive, one 10-horsepower motor, automatic scale, Western manlift, steel spouting will be installed.

Plans are being considered by the Monroe & Fairmont Co-operative Exchange of Monroe, Iowa, for the erection and operation of a grain elevator there.

Capital stock of the Glidden Farmers Elevator Company of Glidden, Iowa, has been increased from \$30,000 to \$60,000. The plans have been made for the erection of a 65,000-bushel elevator of concrete construction.

The Grain Belt Cereal Company was recently organized at Sioux City, Iowa, and has made plans for the erection of a storage plant of 250,000 bushels capacity. The company will also erect a wheat breakfast food manufacturing plant.

D. L. Graham has purchased the business operated by the Prairie City Grain Company, Prairie City, Iowa, which was dissolved. The Prairie City firm was controlled by B. F. Norris, D. L. Graham, Geo. Van Der Zyl and R. B. Hendershot.

The Bowles-Kessler Company has sold its elevator at St. Benedict, Iowa, to the newly organized Farmers Grain Company, A. B. Vanteicher is secretary. Its elevator at Irvington, Iowa, has been sold to the Irvington Grain & Livestock Company.

The Commission Company of Lamont, Iowa, is contemplating the erection of a 20,000-bushel elevator. A Stone is manager of the lumber yard of the company. The firm has been occupying the building owned by James Carr and has now purchased it.

The elevator of Ruckheim Bros. & Eckstein at Odebolt, Iowa, is being remodeled. They recently purchased it from A. C. Petersmeyer. A 20-horse power Fairbanks-Morse Engine, new rope drive, corn sheller, cleaner and Globe Combination Dump is being installed.

#### WESTERN

Capitalized at \$15,000 the grain firm of Brewer & Co., has been incorporated at Olympia, Wash.

H. S. Anderson's interest in the Treasure State Grain Company of Red Lodge, Mont., has been sold by him.

An addition 50x25 feet is to be built to the grain and feed store of S. E. Sampson of Whitstran, near Prosser, Wash.

The Treasurer State Elevator Company has purchased the Boyd, Mont., elevator of the Farmers Elevator Company.

The new 20,000-bushel elevator of the Farmers Elevator Company at La Fayette, Colo., has been complete. W. L. Smith is manager.

C. M. Hardy, J. J. Conner and Frank M. Snyder have incorporated the Heyburn Products & Grain Company of Boise, Idaho. Its capital stock is \$20,000.

Robt. Maguire, W. H. McGuire and J. P. Winters have filed articles of incorporation at Portland, Ore., as the Western Grain Company. It is capitalized at \$330,000.

The Montana Grain Growers have purchased the stock of the Farmers Co-operative Exchange of Cascade County, Helena, Mont., which is now going out of business.

The J. F. O'Bryant Grain Company of Baker, Ore., has made plans for increasing its capital stock by \$50,000. It also expects to increase its business next year.

Construction work is practically completed on the new elevator of the Midland Elevator Company at Idaho Falls, Idaho. The building is of steel and concrete and has a capacity of 150,000 bushels.

A warehouse for storage of grain and feed to be purchased through the state grange system is to be built at Aberdeen, Wash., by the Wishkah Grange. A total of \$10,000 has been pledged for the site and building.

J. E. Montgomery has resigned as manager of the Pacific Grain Company of Pendleton, Ore., and is associated with the H. W. Collins grain organization and will take the management of the Walla Walla, Wash., office of the firm.

Electrical machinery is to be installed by the Consolidated Elevator & Milling Company in its plant at Garland, Wyo. Will also build a seed and coal warehouse. It has purchased elevators of A. D. Persson at Powell, Lowell and Cody, Wyo.

The new Crown Elevator at Stockton, Calif., of the Sperry Flour Company is to be a memorial to E. J. Luke who died on July 31, 1919. A bronze plate will be erected at the elevator. The establishment will be ready for operation by September 1.

The Western Milling Company of Oakland and Los Angeles, Calif., has let the contract for its new elevator to the Macdonald Engineering Company of Chicago. It is expected to have the elevator completed by July 1 and filled with grain very soon afterwards.

The contract has been let by the Farmers Warehouse Company for the erection of a grain elevator of 100,000 bushels' capacity at Almira, Wash. Construction work on the elevator has been started. The elevator will be of concrete, fireproof through-

out. Specifications call for 14 grain tanks reaching a height of 76 feet with head house extending 120 feet with a head ground. The building will be 44x98 feet with short side facing the railroad.

The Crook Lumber Company of Crook, Colo., has changed its name to the Loizeaux Lumber & Grain Company. It has increased its capital stock to \$50,000. The elevator was rebuilt entirely and capacity increased to 30,000 bushels. A new engine and grinding outfit is being installed.

The Western Grain & Seed Company, which has been operating at Pasco, Wash., as a partnership has been reorganized and incorporated. C. F. Diamo and C. F. Stinson, who were with the original company, F. G. Brown and F. V. Joes are interested. M. Stinson is president of the firm. The firm will conduct both wholesale and retail business.

#### MISSOURI, KANSAS AND NEBRASKA

The elevator of N. E. Gailey at Franklin, Neb., is to be enlarged this spring.

Chas. Hunter's elevator at Inavale, Neb., has been taken over by the Farmers Union.

A grain elevator will be constructed at Superior, Neb., for the Superior Elevator Company.

The capital stock of the Farmers Union at Red Cloud, Neb., has been increased to \$50,000.

Fred W. Schulze has sold his elevator property at Moscow Mills, Mo., to the Farmers Elevator.

Herman Reimers has purchased the elevator of the Farmers Co-operative Company at West Point, Neb.

The Bridgeport Lumber Company has sold its elevator at Bridgeport, Neb., to M. Dunlap and S. S. Garvey.

A grain elevator is to be erected at Haysville, Kan., for the Haysville Co-operative Equity Exchange.

The new tile elevator of the Farmers Elevator Company at Gerlane, Kan., has been completed just recently.

An elevator, to be conducted by the farmers union, is to be erected at Wakarusa, Kan., for the farmers.

The Farmers Union Co-operative Association of Hamilton, Kan., has purchased the Ulrich Bros.' elevator.

A motor is to be installed and new siding put on the elevator of the Farmers Elevator Company at Gilliam, Mo.

A concrete power house and new engine is being installed by the Gem (Kan.) Farmers Co-operative Elevator Company.

A new 15,000-bushel cribbed iron clad elevator is being built at Trenton, Neb., for the Trenton Equity Exchange.

Capitalized at \$20,000 the Burlington Farmers Elevator & Shipping Company has been incorporated at Burlington, Kan.

A modern brick office is being built at Coldwater, Kan., for the Farmers Elevator Company. Harry Marshall is manager.

The Farmers Co-operative Association has purchased the business of the Wakenda Elevator Company at Wakenda, Mo.

The Belle Plaine (Kan.) Mercantile & Elevator Company has let the contract for the erection of an addition to its elevator.

Probably a farmers grain elevator may be erected at Elmwood (r. f. d. to Blackburn), Mo., for the Elmwood Farm Club.

Articles of incorporation have been filed at Powhattan, Kan., by the Powhattan Grain Company. The firm is capitalized at \$25,000.

The Farmers Union Co-operative Association has purchased the elevator of the Rea-Patterson Milling Company at Sherwin Junction, Kan.

The Veatch Elevator at Ellsworth, Kan., has been purchased by the H. D. Lee Flour Mills Company. The offices of the firm will be moved here.

Capitalized at \$5,000, the Freeman Park Grain, Feed, Fuel & Lumber Company has been incorporated at Freeman Park (Clarksdale P. O.), Mo.

A Howe Scale and two Globe Truck Dumps are being installed in the elevators of the Seldomridge Grain Company at Bertrand and Holdrege, Neb.

A co-operative company has purchased the elevator of C. H. Waterman at Lakin, Kan.; consideration \$10,000. Carl Barchett will be manager.

C. E. Story, manager of the Farmers Elevator Company of Barneston, Neb., has purchased the elevator at Oneida, Kan., owned by C. F. Blauer.

An elevator company is to be organized at Bunce-ton, Mo., to operate an elevator. H. A. Jewett, W. Robertson, C. Ohlendorf and others are interested.

A company is being organized by F. Marx at St. Louis, Mo., to handle grain and feed. He was for seven years representative of K. & E. Neumond, Inc.

H. W. Smith's grain and hay business has been purchased by the recently incorporated H. W. Smith Hay & Grain Company of Fredonia, Kan. The of-



ficers of the firm are: H. W. Smith, president; W. F. Sprague, vice-president; E. M. Youngstrom, secretary-treasurer.

The Emporia Milling Company has purchased the elevator at Madison, Kan., formerly the property of John Sattler. It has been operated by the Bell Bros.

A concrete elevator is to be erected at Johnston, Neb., for the Nye-Schneider-Fowler Company, taking the place of the wooden one now in operation.

The Lyndon Grain Company of Lyndon, Kan., is succeeded by the Schroeder Bros. Grain Company. The new owners have been operating since January 1.

An elevator is to be erected at Canton, Mo., for the Co-operative Association which recently was organized there. The capital stock of the firm is \$50,000.

The hopper scales of the Farmers Union Co-operative Association at Milford, Neb., are to be repaired and new coal sheds built. J. C. Welch is manager.

A grain elevator of from 25,000 to 40,000 bushels' capacity is to be erected at Mexico, Mo., for the Producers' Grain Company. It will be of concrete construction.

A new elevator is being erected at Hemingford, Neb., for the Farmers Co-operative Elevator Company. The establishment will be ready for operation by July 1.

The elevator and interests of J. H. Wisse & Sons in the grain business at Canton, Mo., has been sold to the Canton Co-operative Association. Consideration, \$30,000.

A private wire has been installed in the office of the Trusler Grain Company of Emporia, Kan., connecting direct with the Kansas City, Chicago and New York markets.

Laird & Gibson will improve their elevator at Belpre, Kan., in May and June. They will install fire barrels, wagon scale, transmission rope, spouting, roofing and manlift.

A 15,000-bushel elevator, electrically operated, is to be erected at Hugoton, Kan., by G. E. Stockstill. The plant will be especially equipped for handling seed. It will be ready for operation by July 15.

F. W. and C. M. Shively have purchased the Newman Mills at Newman Grove, Neb., from C. R. Gustavson & Son. They will operate the elevator until the new crop and will then start the mill.

The recently completed cribbed elevator at Yanka (Brainard p. o.), Neb., of the Dawson Grain Company has been purchased by the Farmers Grain Company. Frank Chapin is manager of the plant.

Repairs are to be made to the elevator of the Co-operative Business Association at Stilwell, Kan. The association purchased the elevator some time ago from the Jones Bros. Cyril J. Schisher is manager.

The Red Star Milling Company of Wichita, Kan., is equipping its new elevator with conveying and power transmission machinery furnished by the Skillin & Richards Manufacturing Company of Chicago, Ill.

The Consolidated Mill & Elevator Company of Kansas City, Mo., has completed a new 15,000-bushel elevator at Mound City, Kan. In connection with it is a warehouse for storing flour and other mill products.

A new 5,000-bushel addition is being erected to the elevator and new office built for the Farmers Union Co-operative Union of Fullerton, Neb. A 10-ton Fairbanks-Morse Scale is to be installed. S. S. Kissell is manager.

John F. Meyer & Son Milling Company of Springfield, Mo., has sold its elevator at Bois D'Arc, Mo., to the Bois D'Arc Farm Club. The elevator will be conducted on a co-operative basis. The Club is capitalized at \$10,000.

The Gano Grain Company's elevator at Garfield, Kan., has been purchased by the Prather Grain Company. Possession was given April 1. A warehouse is to be built and the company will handle field seeds, feed and flour.

The contract has been let by the Wellsville Milling Company of Wellsville, Mo., for the building of a concrete elevator of 12,000 bushels' capacity. A warehouse, of fireproof construction, 50x22 feet and one story high, will also be erected.

An elevator is to be built probably at Plymouth, Kan. The elevator will have a capacity of 20,000 bushels and will cost \$15,000. It will be completed to handle the spring crop. Members of the Boston and Plymouth Granges are interested.

Trapp Auto Truck Dumps have been installed in the elevators of the following: Abilene Flour Mills Company, of Abilene, Kan., for two elevators, Rock Mill & Elevator Company of Hutchinson, Kan., New Era Milling Company of Arkansas City, Kan., Burke Grain & Livestock Company, Little River, Kan., W. C. Bailey of Brandon, Neb., Davidson Grain Company of Macksville, Kan., and Trapp Combination Truck and Wagon Dumps have been installed

in the elevators of: Birchard Construction Company which it is erecting at Trenton, Neb.; Exchange Co-operative Grain & Mercantile Company of Hardtner, Kan.

A controlling interest in the Leonard Mill & Elevator Company at Saxman, Kan., has been purchased from E. S. Leonard by O. A. Clark and others. Mr. Clark succeeds Mr. Leonard as president. J. E. Riley will be maintained as general manager.

#### ILLINOIS

W. Houston is now a member of the F. J. Blackburn Grain Company of Jacksonville, Ill.

A co-operative elevator company is to be formed and an elevator erected at Timewell, Ill.

Farmers around Wameki, Ill., are interested in the erection of a new grain elevator.

M. R. Meents & Sons of Ashkum, Ill., have sold out their interests at Cullum, Ill.

Plans are being made by farmers around Freeburg, Ill., for a new elevator.

A farmers elevator company has been organized at New Philadelphia, Ill.

The Farmers Co-operative Equity Exchange has purchased the elevator of S. S. Scovill at Cowden, Ill.

The Earlville (Ill.) Farmers Co-operative Company is succeeded by the Earlville Grange Elevator Company.

A co-operative elevator company is to be organized at Colusa, Ill., by farmers around there. Capital stock \$40,000.

An additional warehouse is to be built at Virden, Ill., for the Virden Grain Company. New scales are to be installed.

An elevator of hollow tile is to be erected at Elkins Crossing (Danvers p. o.), Ill., for the Dry Grove Farmers Elevator Company.

A. Tengman, F. M. Davis and E. H. Barney have incorporated the Farmers Co-operative Elevator Company at Belvidere, Ill., capitalized at \$50,000.

J. Cooney and the Keefe Bros. have purchased the elevator at Deer Grove, Ill. Consideration \$10,000. The Neola Company formerly conducted it.

A site has been purchased at Taylorville, Ill., by Chas. McKenzie. He will erect a new warehouse, elevator, feed mill, barn, etc. and will conduct a live-stock business.

A grain elevator will either be purchased or erected at Chenoa, Ill., for the Farmers Elevator Company. Capital stock amounting to \$35,000 has been subscribed.

Operations were started the middle of March on the new Conover-McHenry Elevator at Peoria, Ill. This will add 600,000 bushels to Peoria's grain handling capacity.

C. V. Parker, Lillie Parker and Frank Parker have incorporated the Parkers Grain & Timber Company of Harrisburg, Ill. The capital stock of the firm is \$150,000.

The Hammond Co-operative Grain Company has purchased the elevator of L. J. Kaiser at Lanton (r. f. d. Lovington), Ill. The elevator will be overhauled and repaired.

The elevator, coal and lumber yards of Larnitz & Plog at Lincoln, Ill., have been purchased by the Farmers Co-operative Elevator Company. F. M. Lockwood is manager.

The Woodhull Grain & Elevator Company of Woodhull, Ill., has purchased a Trapp Combination Truck and Wagon Dump and installed it in its elevator at that point.

A concrete elevator and metal-clad elevator and power plant has been acquired by Frank E. Yeazell when he purchased the stock of the Alvin (Ill.) Grain & Electric Company.

The Holcomb-Dutton Lumber Company's elevator at Lindenwood, Ill., has been purchased by the Farmers Co-operative Elevator Company. The consideration was placed at \$13,000.

The elevator of the Coon Bros. has been purchased by the Dillsburg Co-operative Grain Company of Dillsburg, Ill. Possession was given on April 1. E. E. Stribling is manager.

The Postel Milling Company's elevator at Mascoutah, Ill., has been purchased by the Belleville Co-operative Grain Company. Consideration \$10,000. The plant will be overhauled.

The Lockport-Du Page Elevator Company has been incorporated at Romeoville, Ill., capitalized at \$20,000. Frank L. Read, J. Schumacher and A. Weber are among those interested.

A stock company of farmers has purchased the grain, lumber and implement business at Tivoli, Ill. Consideration \$20,000, exclusive of stock. The establishment will be conducted on a co-operative plan.

W. C. Gusewelle is president; H. J. Albrecht, vice-president; C. Bunte, secretary and W. F. Zirges, treasurer of the Worden (Ill.) Co-operative Elevator Association which was incorporated recently. Plans

are under way to take over the plant of the Keiser Milling Company for the consideration of \$5,000. Repairs and changes will be made.

The F. B. Six Grain Company's elevator at Alexander, Ill., has been purchased by the Alexander Farmers Co-operative Grain Company. The plant was formerly owned by Greenleaf & Obern.

A site of ground at East Peoria, Ill., has been purchased by the Bader Bros., Vermont grain dealers. On this they will erect a grain elevator. The Bader firm operates 15 country elevators.

The name of the Illiopolis Farmers Grain Company of Illiopolis, Ill., has been changed to that of the Farmers Co-operative Society. The par value of stock increased from \$50 to \$100 per share.

The Hueffner Mill & Elevator Company's plant and business at Petersburg, Ill., has been purchased by W. B. Tipps, Howard Colgan and A. H. Satter. A. H. Satter will be manager of the 250-barrel flour mill.

Dr. F. C. Phillips has purchased the West Side Elevator and business at Arthur, Ill., from Dr. T. G. Wells. The elevator has capacity of 175,000 bushels small grain and 12,000 bushels ear corn. Dr. Wells has owned the plant for three years.

The Little Grain Company has incorporated at Armington, Ill. J. C. Britt is president; D. A. Medbery, vice-president; O. R. Adams, secretary-treasurer, and W. B. Rossman, manager. The firm has taken over Mr. Britt's elevator property.

The Farmers Elevator Company of Ransom, Ill., which operates a 100,000-bushel elevator there, has advised us that it has not erected coal pockets at its plant but is figuring on doing so. Labor conditions prevent the immediate consummation of the plans.

The grain office of the Farmers' Elevator Company at Agnew (Galt p. o.), Ill., is to be equipped with a Howe Scale and dumps are to be remodeled to accommodate trucks. A scale is also to be installed for weighing livestock. Geo. F. Hall is manager.

The Farmers Elevator & Supply Company will build at East Ft. Madison (Niota p. o.), Ill., a grain elevator of 20,000 bushels' capacity equipped with automatic scale, cleaner, cornsheller, feed mill and concrete coal bins. R. E. Bertschie is manager of the plant.

A charter has been granted farmers of Chesterfield, Ill., who have organized a co-operative grain elevator company. They will take over the elevator of J. T. Rigsby and his warehouses and farm machinery. The company will be capitalized at \$2,000. W. E. Follswell will be manager.

Incorporation papers have been filed by the Shipman Co-operative Elevator Company of Shipman, Ill., capitalized at \$20,000. The company will deal in grain, coal, tile, lumber and livestock. L. B. Manning, A. C. Schoenemann, H. J. Heal, W. S. Matlack, C. F. Kahl, H. S. Easton and J. W. Archer are interested.

#### OHIO AND MICHIGAN

A co-operative elevator may be installed at Ionia, Mich.

An elevator is being built at Ottawa, Ohio, for the Raabe Bros. of Ft. Jennings.

The South Lyon, Mich., elevator has been sold by C. L. Bailey to Walter Marshall.

The Mt. Morris (Mich.) Co-operative Elevator Company has gone out of business.

The capital stock of the Elmira (Ohio) Elevator Company has been increased to \$30,000.

E. Z. Albright's elevator at Conklin, Mich., has been purchased by the Farmers' Shipping Association.

A warehouse and elevator has been bought at Chelsea, Mich., by the Chelsea Co-operative Association.

The Farmers' Equity Company has purchased the elevator at Burbank, Ohio, from the Burbank Elevator Company.

The capital stock of the Haskins Farmers Grain Company of Haskins, Ohio, has been increased from \$30,000 to \$50,000.

The Hardin Grain & Supply Company operating at Sidney, Ohio, has increased its capital stock from \$20,000 to \$35,000.

The capital stock of the Swift Grain Company operating at Detroit, Mich., has been increased from \$10,000 to \$155,000.

The capital stock of the Central Grain & Milling Company of Columbus, Ohio, has been increased from \$10,000 to \$100,000.

A modern warehouse of 10,000 bushels' capacity is to be erected at Howard City, Mich., for the Howard City Marketing Association.

A grain and feed business is to be conducted at Grand Rapids, Mich., by the West Michigan Jobbers, Inc. Its capital stock is \$15,000.

The Canton Feed & Milling Company of Canton, Ohio, has purchased a 4,000-bushel elevator at Homeworth, Ohio, from S. L. Hill. Consideration



was \$10,000. In April the company will start the construction of an 8,000-bushel elevator at Port Washington at a cost of \$20,000.

The Monroe Equity Exchange Company has purchased the grain elevator at West Manchester, Ohio. It took possession on the first of April.

Articles of incorporation have been filed by the Lebanon Farmers Co-operative Company of Lebanon, Ohio. Its capital stock is \$75,000.

The charter of the Bowersville Elevator Company at Jamestown, Ohio, has been amended increasing capital stock from \$20,000 to \$75,000.

Four modern fireproof grain tanks of 42,000 bushels' capacity are to be erected to the mill of the Wm. Bacon Holmes Company of Chelsea, Mich.

The elevator of the Kimball-Martindale Company of Pinconning, Mich., which burned, is to be rebuilt. New machinery is to be installed throughout.

Plans are being considered by farmers of Nashville, Mich., for the erection of a co-operative elevator there. The elevator will be modern in every detail.

The Larue Grain & Supply Company has been incorporated to operate at Larue, Ohio, capitalized at \$15,000. A. W. Jones, Otis Boyd, A. V. Jones and C. C. Clark are interested.

A. Stuckman, J. W. Hudson, H. L. Miller and S. Kiess have filed articles of incorporation at Bucyrus, Ohio, as the Bucyrus Mill & Elevator Company. Its capital stock is \$150,000.

The Coopersville Co-operative Elevator Company of Coopersville, Mich., has purchased the Lang Bros. Elevator. The firm will increase its capital stock from \$30,000 to \$60,000.

The elevator of the Equity Exchange at Tiro, Ohio, has been enlarged. New machinery, including grain separator and 10-ton scale with registering beam, is to be installed.

A 6,000-bushel addition is to be built to the elevator of the Jenera Grain & Supply Company of Jenera, Ohio. An electric motor is also to be installed. W. H. Hill is manager.

J. H. Culp, I. Brown and Gilbert C. McGee are named as the organizers of the recently incorporated West Mansfield Elevator Company of West Mansfield, Ohio. Its capital stock is \$25,000.

Capitalized at \$30,000 the Greer Co-operative Elevator & Grain Company has been incorporated at Greer, Ohio. J. A. Shultz, J. E. Young, C. C. Severns and I. W. Rive are interested.

A Farmers Co-operative Association is being organized at Rodney, Mich., by Jacob Klinfelter and S. C. Carr. It is understood that the association will purchase the elevator of D. Mansfield.

Werts, Brown & Rowe have sold their grain and coal business at Verona, Ohio, to the Farmers Equity Union, who took possession on April 1. The grain company has discontinued operations.

Articles of incorporation have been filed at Cedarville, Ohio, as the Cedarville Farmers Grain Company, capitalized at \$50,000. A. Cummins, J. R. Ristick, W. H. Smith and W. Conley are interested.

The elevators at White Pigeon and Moorepark and the Thomas Mill at Constantine, Mich., have been purchased by the Constantine Co-operative Association. The elevator of the firm was destroyed by fire on February 3.

The plant of the Gallup-Prentiss Co-operative Grain Company at Gallup (r. f. d. Lamira), Ohio, is to be remodeled and improved at a cost of \$5,000. New equipment includes Fairbanks-Morse Engine. G. S. Tawney is manager.

The farmers elevator company which was recently incorporated at Lewis Center, Ohio, has purchased the elevator of the Willis Bros. and took possession on May 1. Minor repairs are to be made before it will be occupied.

The Marion Grain & Supply Company of Marion, Ohio, has made plans for a new building and for the remodeling of the elevator it recently purchased. The mill will have a capacity of about 120 barrels. Chas. E. Schaad is president of the company.

A. D. Scheid, O. W. Heyman, W. J. Norman and others have filed articles of incorporation at Monroeville, Ohio, as the Monroeville Co-operative Grain Company. The firm is capitalized at \$35,000. The co-operative company will purchase the grain elevator now operated by the Bellevue Farmers Grain Company.

Jos. J. Wickens has purchased an interest in the Hankins Bros., formerly of Elsie, Mich. The firm will now be operated at the Hankins-Wickens Company of Lansing, Mich. They will conduct a wholesale business in grain, beans and hay. Mr. Wickens has sold his interest in the Wickens Grain Company, Lansing, Mich., to the other stockholders.

C. A. Powers, formerly president of the Powers Elevator Company, has incorporated the C. A. Powers Grain Company of Toledo, Ohio. It is capitalized at \$20,000. The new firm has elevators at Genoa and Martin and will handle grain, hay, seeds and the like. Its officers are: President, N. J. Wood; vice-president, Dr. G. F. Bowman; secre-

tary-treasurer, C. A. Powers. The new firm takes over the grain business formerly handled by the Powers Elevator Company.

Jeffers & Harris' elevator at Clark (New Madison p. o.), Ohio, has been purchased by Richards & Hollinger, who have been conducting the plant for the past year.

## SOUTHERN AND SOUTHWESTERN

A new elevator is to be erected at Ames, Okla., for the Nelson Grain Company.

A large grain and hay warehouse is to be erected at Atlanta, Ga., by J. L. Frazier & Co.

A new elevator and warehouse is under course of erection at Houston, Texas, for Saint & Co.

A new warehouse is being built at Decatur, Ala., for the Malone Coal, Grain & Motor Company.

The Sharon Grain Company of Woodward, Okla., is contemplating the erection of a grain elevator in Texas.

The contract has been let by the Lockney Grain & Coal Company of Lockney, Texas, for a new elevator.

The grain and feed business will no longer be conducted by the Gadsen Grocery Company at Gadsen, Ala.

A small elevator is to be erected at Floydada, Texas, for the Edwards Grain & Elevator Company of that place.

The capital stock of the Kentucky Feed & Grain Company of Louisville, Ky., has been increased from \$50,000 to \$200,000.

The grain elevator of the Davidson Mill & Elevator Company of Muckogee, Okla., has been rebuilt and put in operation.

A grain, feed and flour warehouse, 50x120 feet, is to be erected at St. Petersburg, Fla., for the Tampa Bay Grain Company.

The elevator of the Carmen Grain Supply Company of Carmen, Okla., is to be remodeled and equipped with new machinery.

A warehouse and storage house is to be built at Cyril, Okla., for the Caddo Grain Company of Cyril. E. M. Stewart is manager.

W. C. Miller and others have incorporated the Middleberg Gin & Grain Company of Middleberg, Okla. Its capital stock is \$20,000.

Incorporation papers have been filed at Garber, Okla., by W. L. Trekeil and H. J. Botts as the Farmers Grain & Supply Company.

A two-story 100x40 foot brick and steel addition is to be built to the plant of the Oklahoma City Mill & Elevator Company of Oklahoma City, Okla.

John E. Hancock, R. D. Breeden and W. W. Hancock have incorporated the Haskell Mill & Elevator Company of Haskell, Okla. Its capital stock is \$25,000.

W. I. McFarland and others have incorporated as the McFarland Feed & Elevator Company of Dallas, Texas. The capital stock of the firm is \$100,000.

E. G. Rall has adopted plans for the erection of a new grain elevator at Fort Worth, Texas. The plant will be of reinforced concrete and will cost \$125,000.

The license of Seth Barrett of Frederick, Okla., to operate as warehouseman or elevator operator of wheat has been revoked by the United States Wheat Director.

Capitalized at \$20,000, the Imo Terminal Elevator Company was incorporated to operate at Imo, Okla. J. S. Angli, W. H. Pecklaam and V. L. Hughes are interested.

W. Lindsay Smith is president-treasurer; Arthur J. Smith, vice-president and secretary, of the recently incorporated Smith Grain Company, Greenville, S. C.

The Banner (Okla.) Co-operative Association has been incorporated. Its capital stock is \$50,000. B. O. Finley, W. H. Maxey and J. L. Newland are interested.

Capitalized at \$20,000 the Crawford Mills Grain Company has been incorporated at Crawford, Texas. The incorporators are: L. J. Johnson, M. Marks and R. B. Parish.

The Medford Mill & Elevator Company of Medford, Okla., has made plans for the erection of a grain elevator of 30,000 bushels' capacity and a 100-barrel mill.

A new farmers elevator company has been formed at Electra, Texas. The firm has purchased the elevator of the old Farmers Elevator Company situated there.

The elevator of the Farmers Elevator Company of Kremlin, Okla., has been equipped with a 10-ton Fairbanks, Morse Scale. G. S. Rhodes is manager of the company.

It is stated that the plant of the Great Western Mill & Elevator Company, now in course of construction at Amarillo, Texas, will represent an initial investment of about \$500,000. The elevator has a capacity of 500,000 bushels of wheat. It is of re-

inforced concrete and fireproof throughout. The mill will be in two units each of from 600 to 800 barrels' capacity. Power will be furnished by a large internal combustion gas engine.

The grain business at Richardson, Texas, formerly operated by Thompson & Finley has been purchased by R. E. Thompson. L. A. Marshall is sales manager.

A 130x150-foot, two-story building has been built to the plant of the Pearlstone Mill & Elevator Company of Dallas, Texas, and will be used as an addition to its plant.

W. L. Bunch, Herman Swart and K. L. Hammons have incorporated at Rocky, Okla., as the Farmers Co-operative Grain & Supply Company. Its capital stock is \$25,000.

The old farmers elevator company's property at Hopeton, Okla., has been purchased by the Arkansas City Milling Company. The milling concern will rebuild this spring.

C. C. Kennedy, D. E. McClure and J. W. Edwards have incorporated the Neodesha Farmers Elevator Company of Neodesha, Okla. Its capital stock amounts to \$10,000.

The Farmers Grain & Supply Company has been incorporated at Greenfield, Okla., capitalized at \$25,000. J. H. Geeslin, W. T. Cooper and E. Williams are interested.

The Chesapeake & Ohio grain elevator at Newport, Va., has been equipped with a grain drier costing \$25,000. The drier is able to handle 10,000 bushels of grain daily.

A state charter has been granted the Bliss Co-operative Grain Company of Bliss, Okla. Its capital stock is \$30,000. C. Collier, J. K. Carson and John W. Wollery are interested.

The Leland Grain, Inc., of Breckenridge, Texas, has filed articles of incorporation capitalized at \$25,000. The incorporators are: C. J. Leland, H. B. Furr and H. B. Gladys.

P. J. Jacobson and C. B. Cozart have made plans for the erection of a 2,000,000-bushel elevator of concrete and steel construction at Oklahoma City, Okla. It will cost \$750,000.

S. E. Kline, V. W. Brown and J. W. Appleton have filed articles of incorporation at Buffalo, Okla., as the Buffalo Farmers Co-operative Elevator Company. It is capitalized at \$40,000.

Capitalized at \$15,000, the Farmers Mill & Elevator Company has been incorporated at Catoosa, Okla. The incorporators of the firm are: J. C. Smith, K. Konklin and L. A. Kellner.

The Martin-Glover Company of San Angelo, Texas, has increased its capital stock from \$80,000 to \$200,000. The company handles grain, groceries and produce. E. L. Martin is president.

The Berry Bros.' elevator at Fairview, Texas, has been purchased by Glen Johnston. He will continue operations as the G. W. Johnston Grain Company. Chas Specht will be manager.

The contract has been let by Lyle & Lyle of Huntsville, Ala., for the erection of a 30,000-bushel reinforced concrete elevator. The contract has been let to the Burrell Engineering & Construction Company.

The elevator and milling property of the Cordell Milling Company at Cordell, Okla., has been purchased by W. C. McDonald, J. A. and David Orr. W. U. Baker and others were formerly the owners of the Cordell firm.

The Roberts & Lemond Elevator at Hale Center, Texas, has been purchased by Haules & McIlroy, owners of the grain elevators at Plainview, Lockney, Aiken and Floydada. Mr. McHewett is manager at Hale Center.

A tile elevator of 40,000 bushels' capacity is being erected at Cherokee, Okla., for a farmers organization of which O. W. Pfeiffer is manager. The new office and scales provided for and building changes to be made will cost \$15,000.

The Farmers Grain & Supply Company has been incorporated at Follette, Lipscomb County, Texas, with a capital stock of \$10,000. Incorporators: A. H. Montgomery, S. F. Cross, O. A. Crump and W. C. Walker are interested.

Modern machinery is being installed in the reinforced concrete grain elevator of the Hamilton Milling Company of Hamilton, Va. An adjoining warehouse, 24x48 feet, is to be built for handling feed, fertilizers, grass seed, etc.

The Chickasha Coal & Grain Company has been incorporated to operate at Chickasha, Tenn., capitalized at \$50,000. Wm. Fay is president; E. B. Parker, general manager; Dr. J. W. Monks, secretary-treasurer of the firm. It will occupy the plant formerly owned by John White & Son Company.

Trapp Combination Truck and Wagon Dumps have been installed in the elevators of the Farmers Grain & Supply Company of Yewed, Okla., and the Morrison Bros. Company of Jefferson, Okla.; the elevators of E. W. Johnston of Pond Creek, Okla., Farmers Grain & Supply Company of Yewed, Okla., and T. C. Cones Grain Company of Enid, Okla., have been equipped with Trapp Auto Dumps.



## OBITUARY

**BALDING.**—On March 21, aged 82 years, Major Thos. E. Balding passed away at Milwaukee, Wis. He was one of the oldest members of the Chamber of Commerce and was a pioneer Milwaukee grain man. He served during the Civil War and after the war he became a member of Charles Ray & Co., joining the Chamber of Commerce in 1866. He maintained his connection with this organization until his death.

**BECK.**—Harry G. Beck committed suicide at St. Louis, Mo. He was secretary and manager of the H. W. Beck Feed Company and a member of the Merchants Exchange. He was 50 years old and leaves his widow and six children.

**BLACK.**—On March 7, John C. Black died at Melrose, Mass. He was a member of Moses Dorr & Co., flour and feed merchants.

**BOWDEN.**—L. P. Bowden died at La Place, Ill. He was interested in the La Place Co-operative Grain Company.

**BOYER.**—Richard L. Boyer, a member of the Chicago Board of Trade, died recently in Chicago, Ill. Pneumonia caused his death.

**DOON.**—On March 5, James W. Doon died at Worcester, Mass. He was associated with J. W. Doon & Co., grain and flour merchants.

**EDINGER.**—Aged 74 years, Andrew Edinger died at Sarasota, Fla. on March 17. He was founder of Edinger & Co., formerly flour jobbers, now handling feeds, grain and hay. He retired from active business five years ago. He started in business in 1878 with his brother, W. H. Edinger. His widow, one daughter and four sons survive him.

**GROTLISCHEM.**—Henry Grotlisch died on April 4. He was a retired feed and flour dealer of Cincinnati, Ohio. He was 90 years old. His widow survives him.

**KARSTENS.**—Henry J. Karstens died at Chicago, Ill. He was prominent in the hay and feed trade and was a member of the Chicago Board of Trade.

**KREUNEN.**—Aged 44 years, Henry Kreunen, associated with the Kreunen Bros. in the grain ele-

vator, feed mill and coal business at Cedar Grove, Wis., died.

**LAKE.**—W. H. Lake died from double pneumonia on April 2 at his home in Chicago, Ill. He was associated with A. O. Slaughter & Co., grain merchants. He was well known to grain men throughout the country. His widow, two daughters and a son survive.

**MOSS.**—Palmer Moss was caught in a conveyor in the grain establishment of Sturges & Co., at Meridian, Miss., and fatally injured. Mr. Moss was a veteran of the World War and was now superintendent of the grain plant in which he was killed.

**MURRAY.**—On March 31, Orlando S. Murray was killed in an automobile accident. Mr. Murray was the son of William Murray, treasurer of Illinois Grain Dealers Association. He had for the past few years been manager of his father's elevator at Symerton, Ill.

**O'DONNELL.**—On March 12, John O'Donnell died at his home in Omaha, Neb. He was a pioneer grain man and was one of the first men to construct grain elevators in Nebraska and Colorado. He was in the grain business at Utica and Stratton and later in Denver. He went to Omaha four years ago. His widow and seven children survive him.

**PRITCHARD.**—Joseph Pritchard died very suddenly at his home in Wilmette, a suburb of Chicago, Ill. Mr. Pritchard was a veteran grain reporter on the Chicago Board of Trade and was well known through his contributions to the newspapers to grain men throughout the country.

**TEMPLETON.**—Leroy Templeton, a veteran grain man died at Indianapolis, Ind. He conducted an elevator at Fowler for years.

**TODD.**—Albert Todd died on March 14 after an illness of several months. He was an old time grain and hay man and at the time of his death was president of The Albert Todd Company of Owosso, Mich. He was the organizer and first president of the Michigan Hay Association and at one time State vice-president of the National Hay Association.

## FIRES—CASUALTIES

**Lansford, N. D.**—The elevator here was burned on March 29.

**Burkhardt, Wis.**—Fire damaged the Burkhardt Grain Elevator not long ago.

**Pickering, Mo.**—A bad storm damaged the grain elevator of Wilbur C. Smith, recently.

**Decatur, Ga.**—The seed warehouse of the Smith Bros. Company was damaged by fire recently.

**Columbus, Ohio.**—Fire destroyed the warehouse of the Livingston Seed Company on April 1.

**Alexandria, Va.**—Fire destroyed Richard H. Wattle's warehouse. About 100 tons of hay were consumed by the flames.

**Cleveland, Ohio.**—Fire destroyed the grain elevator of E. M. Folsom at this point on March 11. The loss amounted to \$30,000.

**Winifred, Mont.**—It was reported that the Montana Elevator was destroyed by fire on March 31. The cause of the fire was not known.

**Banff, Alta.**—The Quaker Oats Elevator was recently destroyed by fire. It is stated that 20,000 bushels of oats valued at \$35,000 were destroyed.

**Solon, Iowa.**—J. J. Fiala's elevator here was destroyed by fire with a total loss of \$25,000. It is reported that a modern house will be built in its place.

**Arapahoe, Neb.**—Fire destroyed on March 14 the Arapahoe Elevator. Loss amounted to \$35,000. About 7,500 bushels wheat and 4,000 bushels corn were burned.

**Cazenovia, Minn.**—The Farmers Elevator here burned on April 2. The elevator was loaded with grain but the coal sheds were empty. Origin of fire unknown.

**Hale, Mich.**—The Hale Elevator Company suffered the loss of its elevator on March 8. Loss on buildings and machinery, \$6,400; stock, \$13,000. Cause of the fire is unknown.

**Worcester, Mass.**—The grain elevator plant of the E. A. Cowee Company here was entirely destroyed by fire with loss amounting to \$175,000. There were 1,600,000 pounds of grain and feed stored in

the elevators which were a total loss. Grain and feed loss amounted to \$30,000; damage to new electrical machinery recently installed, \$60,000; building, \$85,000.

**Decker, Mich.**—The Cass City Grain Company's elevator was totally destroyed by fire on March 5. Loss on buildings and machinery amounted to \$11,000; on stock to \$22,000. Cause of the blaze is unknown.

**Superior, Neb.**—The Scoular & Bishop Grain Elevator was destroyed by fire of unknown origin on April 5. Loss amounted to \$100,000. The elevator was filled with grain at the time of the fire, due to the shortage of cars.

**Altenburg, Mo.**—On March 16, lightning struck and set fire to the elevator and 100-barrel mill of C. G. Mueller & Sons. About 3,500 bushels wheat, 30,000 pounds flour and 500 bushels corn and other grain and products were burned.

**Voss, N. D.**—Fire of unknown origin destroyed the Amenita Elevator together with 20,00 bushels of grain. Insurance covered practically the entire loss on elevator and contents. The plant was owned by the Voss Grain & Lumber Company.

**Orient, Iowa.**—With a loss of \$45,000 the grain elevator of Sumner White was burned on March 4. It contained 15,000 bushels of grain at the time of the fire. The blaze was of unknown origin. The loss is partially covered by insurance.

**Verigin, Sask.**—The Verigin Grain Company's elevator was destroyed together with 40,000 bushels of wheat on March 13. The Alberta Pacific Elevator Company's elevator was scorched but was not materially damaged by the flames.

**Spartanburg, S. C.**—Fire, originating it is believed from spontaneous combustion, caused considerable damage to the plant of the Spartan Grain & Mill Company. The principal loss was in water damage to the stock of feed and grain stored in the building.

**Cofax, Ind.**—Fire destroyed the Vandalia Grain Elevator. It was operated by the Farmers Elevator Company. Loss amounted to \$20,000 with \$15,000

insurance. More than 1,000 bushels of grain were destroyed. The plant was just purchased by the farmers company from the Vandalia Elevator Company.

THE ROYAL COMMISSION'S WHEAT  
BUYING PLAN

BY C. K. TRAFTON

For the purpose of considering the proposed method of purchasing wheat in the United States for the account of the British Government, a special committee of members of the North American Export Grain Association was appointed to confer with Sir Herbert Robson, representative in this country of the Royal Commission, and his associates. The outcome of their deliberations is contained in the following contract outline, as agreed upon by the Commission on March 23:

It is the intention of the Royal Commission on Wheat Supplies to purchase wheat in the United States, as far as possible on cost and freight terms.

Section A deals with the cost and freight purchases. Section B deals with purchases made F. O. B. in case such are found to be necessary.

Section C applies to purchases made either cost and freight or F. O. B.

A. Purchases to be made 'cost and freight':

- (1) Prices in sterling.
  - (2) Insurance—Royal Commission to issue general undertaking of insurance to cover shipper against F. P. A. marine and war risks, shore to shore.
  - (3) Freight payable in sterling at port of discharge.
  - (4) Full outturn guaranteed.
- B. Purchases to be made F. O. B.
- (1) The term F. O. B. always to mean free on board buyer's tonnage.
  - (2) Prices in sterling.
  - (3) At least 11 days' notice of readiness to load to be given in seller's domicile by buyer to seller.
  - (4) Of wheat not called for loading within contract period customary carrying charges and interest to be paid by buyer provided always such charges have actually been incurred by sellers, any loss in exchange to be paid by buyer. Inspector's letter certifying good condition last day of contract period to be furnished if required.
  - (5) Full outturn guaranteed.
  - (6) Sellers when offering from Northern Range should, as far as possible, give option of shipment from Boston, New York, Philadelphia and Baltimore, or at any rate from New York Philadelphia to be 3/4 cent less, at Baltimore 3/4 cent less, than at New York or Boston. At least two weeks' notice of port of loading to be given by buyers.
  - (7) Sellers to be responsible for all demurrage at port of loading.
  - (8) Copy of form of charter party is attached hereto. The terms of this charter party to be binding upon sellers in case they are required by the Royal Commission to load on chartered steamers.

- C. (1) On both C & F, F. O. B. purchases basic grade to be No. 2 unless otherwise stipulated. In the case of both hard and soft winter, seller to have the option of shipping down to No. 5 and in the case of spring wheat down to No. 4 at present Grain Corporation basic price differential; but soft winter, hard winter and spring wheat not to be interchangeable.
- (2) Payment by cash in London in exchange for shipping documents, on or before arrival of vessel, less discount at the rate of one-half of one per cent per annum above the advertised rate of interest for short deposits allowed by the leading Joint Stock Banks in London for the unexpired time of seven days from arrival of bill or bills of lading in London. Payment in no case later than the prompt.
- (3) Duplicate of provisional invoices and final accounts to be rendered by seller to Royal Commission.
- (4) All other terms of London Corn Trade Association, Contract No. 19, to apply.

WHEAT EXPORTS THROUGH  
GALVESTON

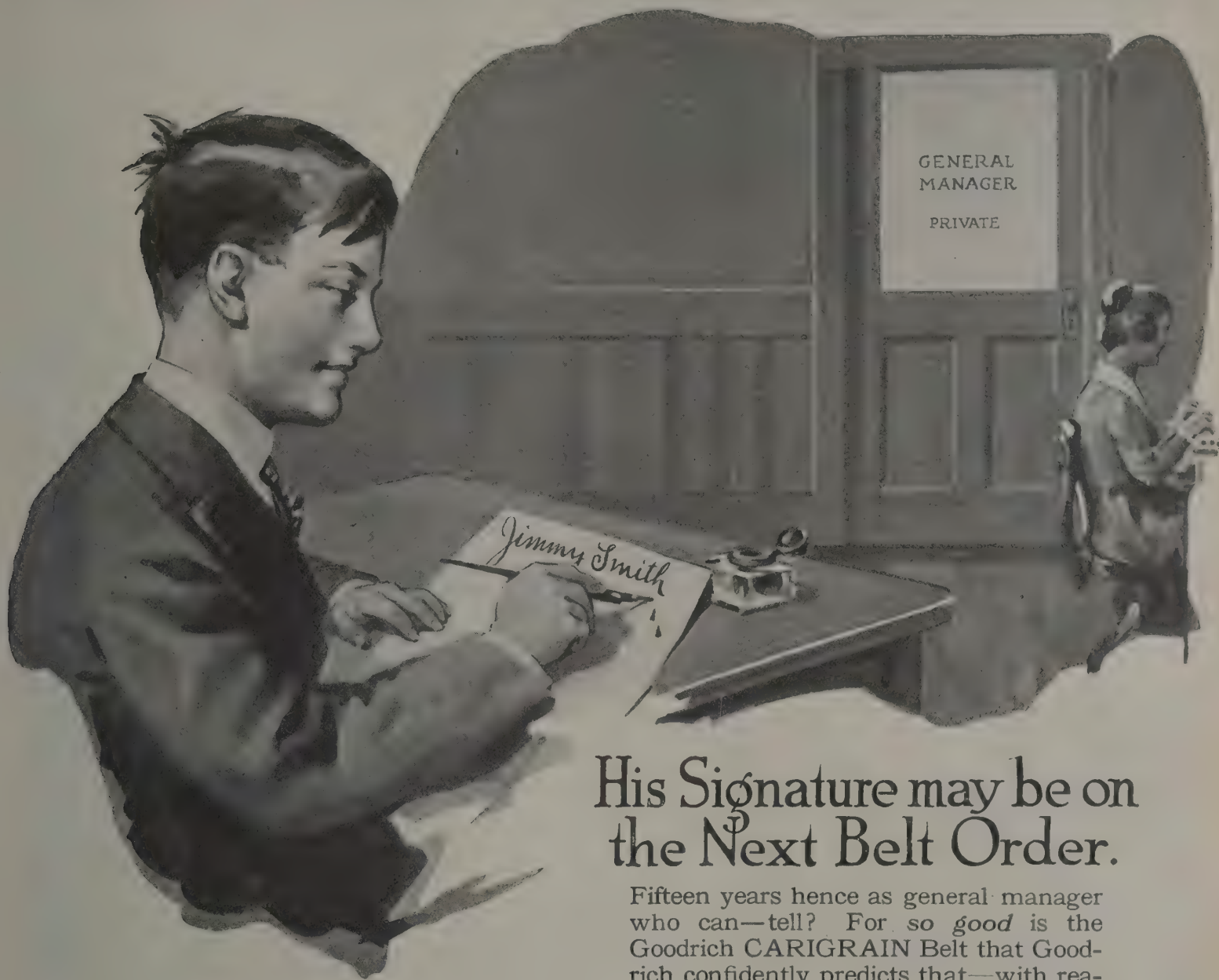
According to H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade of Galveston, the increase of wheat exports through the port during the month of March over the record for the month of March 1919 was 489,286 bushels. The increase over February was 23,201 bushels. The total number of bushels of wheat exported during the past month was 639,286, as compared with 150,000 bushels shipped to foreign lands during March of 1919.

During the period since July 1, 1919, an increase of 9,154,433 bushels of wheat exported is noticed over the amount for the same period of the preceding season, the total since last July being 15,084,290 bushels. Barley was next to wheat in demand across the seas, there being three large cargoes totaling 244,920 bushels sent out from the port of Galveston last month, while none was shipped from there in the same month last year.

THE grain exports of the Port of St. John, N. B., this winter have amounted to 13,000,000 bushels; 10,229,226 passing through the C. P. R. Elevator and 2,960 through the C. N. R. Elevator.

THE Supreme Court at Baltimore, Md., has refused to review the judgments versus the Central Elevator Company and the Pennsylvania Railroad Company for damages to steamers *Welbeck Hall* and *Willem Van Drier* caused by burning of No. 3 Elevator at Canton, Md. Damages asked amounted to \$800,000.





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A world of "Reason Why" awaits you in the Goodrich Grain Belt Catalogue. Send for it. And don't overlook LEGRAIN—CARIGRAIN'S Quality kin for "leg" service.

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THE B. F. GOODRICH RUBBER COMPANY  
Akron, Ohio

*Best in the Long Run*



## HAY, STRAW AND FEED

### CINCINNATI HAY MARKET REPORT

Receipts have been fairly heavy for the past three weeks, but the demand has been heavier resulting in higher prices almost daily. The trade has been looking for a falling off in the demand owing to warmer weather in the South. No let up is in evidence, however, and every car is being snapped up quickly in this market. Timothy is especially in strong demand although all grades are being grabbed at.

Looks like considerably larger receipts for the near future. Strike has not affected this market to date with the result that many shipments are being diverted to this part. Quite a number of large hay centers are entirely shut off. We advise cleaning up clover, heavy mixed and alfalfa soon.—*Letter of the Mutual Commission Company.*

### MILLING FODDER TO IMPROVE FEED

The Alfa-Maize Manufacturing Company of Omaha, Neb., has plans which are expected to exert a great influence in the feed situation in the West.

The mill at Plattsmouth is 42x200 feet in size and hand labor is reduced to a minimum by the introduction of special machinery. The mill is of frame construction, the outer walls being of stucco.

Fire risk is slight as the building is completely sprinklered and individual motors on each 10-ton unit furnishes the power. The dustless operation of the cutters reduces the explosion hazard.

In the process, when alfalfa is used, the leaves are first threshed, then the stems are cut to uniform size. Corn stover is reduced in the same way, as are beet taps or whatever material is used in the mixture. It is not necessary to have these products dry as they are cut and not crushed in the ordinary way. A small amount of molasses is mixed in and the mass is compressed into a 50-pound briquette of relatively small size.

The company has a truck and trailer with which it collects material from the farmers, the bodies of both cars being designed to carry a maximum load of alfalfa hay or stover.

Already the Alfa-Maize products are gaining

tically all concerned after the excitement and phenomenal advances alluded to in our reviews for several months past. It was true that prices were still remarkably high compared with ordinary seasons, but there was a pleasing subsidence of excitement and uneasiness.

It is to be hoped that the careful reader will do us the justice to remember that we have repeatedly warned against depending too much on claims of an imminent marked increase in the supply of cars and engines. The fact of the matter is: The construction of cars and engines since the railroads went under Federal control has been virtually negligible. In the opinion of experts, it will take several years of active work to restore the freight service to a normal basis. In the meantime transportation will be extremely defective. As an illustration; it was reported on March 15 that the daily average shortage of freight cars in the country amounted to 80,000, compared with 90,000 a short time previously. The temporary easiness was traceable also to a more hopeful feeling regarding future arrivals, it being the natural assumption that supplies would become larger, at least with the advent of fine spring weather.

The renewed buoyancy late in the period was traceable almost wholly to a decided turn for the worse in traffic conditions owing to labor troubles. The strike among local harbor workers made it almost impossible to move hay by water, while many roads' established embargoes, refusing to allow their cars to come to New York where there



PLANT OF THE ALFA-MAIZE MILLING COMPANY, AT PLATTSMOUTH, NEB.

The company is organized with L. C. Sharp, president; Thomas Young, vice-president; J. E. Haarmann, treasurer; and T. B. Peterson, engineer.

The company is in possession of valuable patents on milling machinery for alfalfa and corn stover, and which can be used on any fodder crop in fact, and is engaged in the manufacture of the machinery at Plattsmouth, Neb., as well as in the business of making feed from the meal produced. The machinery includes a cutter which grinds the fodder practically without dust; a screening machine which insures a uniform cut, even of the coarsest and most stubborn material; and a compressing machine which reduces the bulk of the meal to about one-tenth of its original volume.

This process is installed in a plant at Plattsmouth, which is the first of many that the firm proposes to build. A rather unique feature of the plan is that the design of the feed mill is copyrighted. It is constructed in 10-ton units and can be made of any desired size by merely extending the number of units.

recognition on the market and the company has very favorable prospects for extending its business both in the machinery and in the milling departments.

### HAY REGAINS EARLY LOSS IN NEW YORK

BY C. K. TRAFTON

Immediately subsequent to our last review there was an abrupt halt in the upward movement of prices which had been in progress in the New York hay market for many months. In fact, a receding movement developed, prices at one time being about 35 cents per 100 below the record high marks reached late in February. Early in March No. 1 timothy in large bales sold as low as \$2.40. After moving within a narrow range for several weeks, the advance was resumed, sales being made of No. 1 at \$2.80, or just about the top level reached previously.

The quietude early in the month and the indications that conditions were returning to a more normal basis were a source of gratification to prac-

tically every prospect that they would be tied up for a long time. The railroad workers' strike which started in Chicago and spread to other points was also a serious obstacle. From many points it was reported that nothing was being handled. Hence it became almost impossible to get deliveries, which put buyers in a decidedly bad predicament. They were forced to pay almost any price and it was freely predicted that the price would go to \$3 per hundred unless traffic matters did not become normal speedily. Naturally, this situation made it decidedly uncomfortable for those optimists who had sold No. 1 timothy last month for future shipment at \$44 to \$45 per ton.

At the beginning of the month there was a near famine in straw. Receipts were almost nil and hence supplies were about exhausted, and high prices were paid. Subsequently arrivals were a little bigger and hence part of the advance was lost. Still later the market again became stronger because of the insignificant receipts.

[Continued on Page 843]

### HENRY H. FREEMAN & CO.

Hay, Straw and Grain  
COMMISSION MERCHANTS

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Market Reports on Application.

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We are the Largest Distributors  
of ALFALFA in  
GREATER NEW YORK  
Shippers who have Alfalfa Hay to dispose of, if they will  
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## Now Is the Time to Make Sure of Your Season's Supply of

# Ankorite

STEEL FENCE POSTS

The tremendous demand for Ankorite Steel Drive Posts from our established dealers makes it impossible for us to promise immediate shipment on new orders. We are doing our utmost to meet the situation, but even our tremendous facilities are being severely taxed.

But you still have time to get a supply of Ankorite Posts for the best part of the selling season—IF YOU WILL LET US KNOW YOUR REQUIREMENTS AT ONCE.

The fencing season is almost at hand. Farmers want Ankorite Steel Drive Posts, and they want to buy them from you if you have them in stock. But they can't

afford to wait—if you can't supply them with Ankorites they'll seek them elsewhere or look for a substitute.

We have a tremendously effective sales plan that is helping Ankorite dealers sell posts as they never sold them before. Write for 24-page Prospectus and details of exclusive sales proposition.

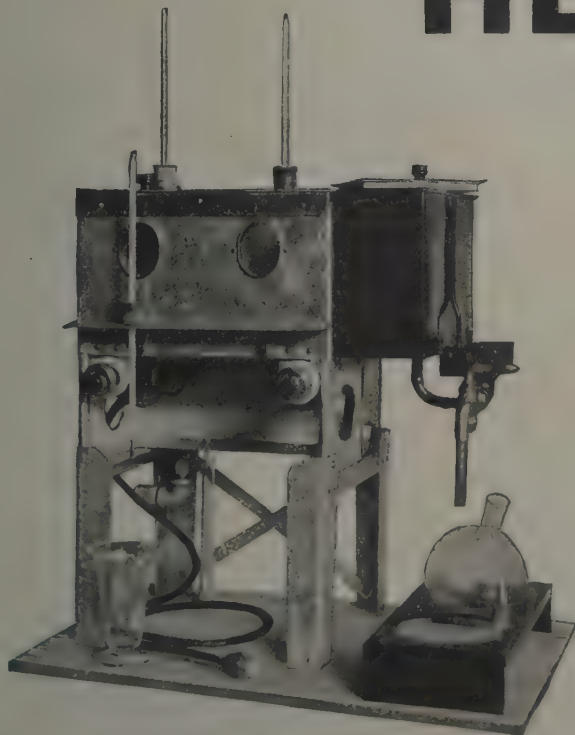
But above all—GET THE POSTS!

**TO ANKORITE DEALERS** If the supply of posts which you have ordered is not sufficient to meet your entire season's demand, by all means place your order at once for your additional requirements, so you may be absolutely sure of having the posts when you need them. This is merely for your protection and to avoid the possibility of disappointment on belated orders.

Two Sturdy Ankorite Types—Angle Post and "T" Post  
Be Sure to State Which Type Is Wanted

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# HESS DRIERS



The Brown-Duvel Moisture Tester (official) for electricity

Insure Safety in Storage and in transit, of all kinds of grain or seed. They raise the grade by reducing the moisture content. Dispel foul and sour odors, mustiness and mold.

They are STANDARD—are used everywhere and embody all that is desirable in grain drying apparatus. Your inquiry is requested.

## Brown-Duvel Moisture Testers

all sizes, for gas, gasoline, alcohol and electricity—glass or copper flasks. Conform strictly to government requirements. Also scales, dockage sieves, bucket testers and all other grain sampling and testing apparatus. Free booklet—illustrated.

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1210 Tacoma Bldg., Chicago, Ill.



## FIELD SEEDS

## OHIO SEED TESTING

The Secretary of Agriculture of Ohio has been given charge of the examination for commercial purposes of seeds under the provisions made in the new seed law. This work was formerly done unofficially by Department of Botany at the Ohio Experiment Station. Seed examinations and identifications are still made by Department of Botany at the Ohio Experiment Station for the users of farm seeds but not for commercial seed concerns.

## RED AND ALSIKE CLOVER SEED

In its investigations the Ohio Experiment Station has found that alsike clover is proving an acceptable substitute for common red clover in Ohio, due to the fact that alsike clover produces favorable yields in soil where lime is deficient and where under drainage is lacking. The alsike clover is also resistant to ambracrose and root rot diseases. The seeds of alsike clover are smaller than those of the red and cost less, making it possible to sow twice as much of former at less cost than when red clover is used. Farmers of eastern Ohio mix their red and alsike clover seeds. Red clover is preferable to alsike where it can be used, for while alsike produces seed in first, or hay, crop and then dies, the red clover occupies land throughout the season.

## IMPORTS OF FORAGE PLANT SEED

The following table prepared in the seed laboratory of the Bureau of Plant Industry, United States Department of Agriculture, shows the amount of the various kinds of forage plant seeds subject to the Seed Importation Act permitted entry into the United States between February 1 and February 15, 1920, inclusive, and during seven and a half months ending February 15, 1920:

Kind of seed.	Feb. 1 to 15, in- clusive 1920.	7½ months ending Feb. 15, 1920.
Alfalfa .....	187,800	9,543,100
Blue grass:		
Canada .....	5,600	380,300
Brome grass, awnless .....	7,600	134,100
Clover:		
Alsike .....	253,400	4,915,200
Crimson .....	194,800	5,598,100
Red .....	921,500	10,181,400
White .....	59,800	148,000
Clover mixtures:		
White and alsike .....		21,700
Red and alsike .....		700
Alsike and timothy .....	18,000	236,700
Fescue, meadow .....		800
Kind of seed.	Feb. 1 to 15, in- clusive 1920.	7½ months ending Feb. 15, 1920.
Millet:		
Broom corn .....		225,400
Hungarian .....		25,800
Mixtures:		
Grass .....		100
Orchard Grass .....	148,000	2,014,800
Rape .....		4,861,400
Redtop .....		800
Rye grass:		
English .....	38,600	1,350,200
Italian .....	24,600	725,100
Timothy .....		4,500
Vetch:		
Hairy .....	76,900	430,400
Spring .....	33,600	315,800

Advances noted in practically all the principal items made up an increase of \$15,564,470 occurring in the value of the declared exports from Victoria, British Columbia, to the United States during 1919 as compared with the preceding year, the totals being \$37,291,755 and \$52,856,225 in 1918 and 1919, respectively.

## SEED WHEAT SURVEY IN NORTHWEST

The seed wheat survey conducted by the Spring Wheat Crop Improvement Association has revealed a more hopeful situation than was expected. At least one report has been received from practically every station in the spring wheat belt of Minnesota, North Dakota and South Dakota.

The Association reports that North Dakota can take care of itself in pretty good style, quite a number of fine samples of Marquis wheat having been received from there. Although the territory seems to be short of pure seed, the Association believes that if the mills and elevators will energetically clean and grade the seed wheat which is available, there ought to be enough for the state.

In this connection, however, attention is called to the fact that fresh Canadian seed, some of which weighs 62 and 63 pounds per bushel, does so much better that every effort should be made to get in as much new seed as possible. It is cheering to know there will be considerable Canadian seed wheat available.

In regard to other parts of the spring wheat ter-

ritory, the Association report says:

"The Red River Valley on both sides of the river is fairly well supplied, and there is a considerable surplus of good wheat from Crookston north.

"The worst condition appears in southern Minnesota, in the counties of Bigstone, Swift, Lac qui Parle, Chippewa, Yellow Medicine, Renville, Kandiyohi, Sibley, Lincoln, Lyon, Murray, Cottonwood, Brown, Meeker, Nicollet, La Sueur, Blue Earth, Faribault, Waseca and McLeod.

In South Dakota there is some wheat around Highmore and Eureka which would make good seed if it were properly fanned. It is rather light weight and is full of weed seeds. It is, however, about the best to be had in South Dakota. In eastern South Dakota, in the counties of Edmunds, Brown, Marshall, Roberts, Day, Grand, Faulk, Spink, Clark, Codington, Kingsbury, Hamlin, Brookings, Jerauld, Sanborn, Miner, Lake, Moody, Davison, Hanson and McCook seed wheat will have to be imported. All mills and elevators in these counties should take the burden of supplying the farmers with seed wheat."

## NEW SEED TRADEMARKS

New seed trademarks which were published in the recent issues of the *Official Gazette* of the U. S. Patent Office included the following: "Ligonier" field seeds N. Wertheimer & Sons, Ligonier, Ind.



Ser. No. 121,510.



Ser. No. 124,186.

Filed August 9, 1919. Serial No. 121,510. "S. O. S. Sow Osburn's Seeds" field, grass, farm, garden, flower, vegetable seeds. C. S. Osburn & Co., Newark, Ohio. Filed October 25, 1919. Serial No. 124,186.

## NEW YORK SEEDSMEN BUSY

BY C. K. TRAFTON

With the mercury averaging only slightly over the freezing point day after day, and frequently dropping below that level, the seeding season all along the seaboard is fully two to three weeks behind, which naturally creates considerable dissatisfaction among local seedsmen. On the whole, however, they have been moderately busy, both with wholesale orders from the interior and with the customary annual small orders from Eastern retail distributors. The development of the 10-bag and 15-bag business has been a feature of the month. Temporarily the impression prevailed that the effects of the protracted wintry weather would be permanent; in other words, that the seed not sold as usual in March or early April never would be sold. Latest indications are, however, that considerable seeding is being done and well-informed and conservative authorities predict that the season will close with a decidedly small-carry-over of all clover and grass seeds.

At this writing prices show irregular changes in comparison with those prevailing a month ago, the feature being the drop of two to three cents in alfalfa. White clover also shows a loss of three cents, while red clover is down about a cent, and timothy and dwarf Essex rape both about ¾ cent lower. On the other hand, alsike is fully a cent higher and Japanese and golden millet are about a half-cent higher. Other varieties are virtually unchanged.

The big feature here, as in all other markets, was the great depression in alfalfa owing to the arrival of some 1,600 tons from Turkestan, which was brought to Tacoma, via Vladivostok. This cargo, said to be worth about \$1,000,000, was consigned to a Milwaukee firm who advertised it extensively, causing many buyers to hold aloof. The

arrivals from Europe were also large, about 15,600 bags, against about 4,115 the month previous and about 1,650 in January. This month's total included another cargo from Argentina, roundly 190,000 bags. The larger imports indicated that transportation difficulties in Italy were cleared up, but nevertheless, buyers here are showing no interest in cheaper offerings from that country, which is not strange in view of the lateness of the season. Scattered lots are being offered on a basis of around 31 cents c. i. f. New York. New crop South American seed is offered for April shipment at 30 cents c. i. f. New York and there are no buyers for South African seed, which is offered at 36 to 37 cents c. i. f. In many cases buyers are said to show no interest even at prices equivalent to or slightly below the cost of replacement.

Red clover enjoyed an active demand during most of the month and prices rose to higher levels, but toward the end business fell off and an easier tendency developed. At the outset Toledo did not report any noteworthy action in domestic seed, but an urgent Western demand was noted for imported seed, which advanced 2 to 3 cents. It was evident that eleventh hour buyers had become alarmed because of the prospective meager supplies for the summer demand. In the East also a marked shortage is reported, although the arrivals from abroad last month were about 19,750 bags, against about 10,900 bags the month previous. The report that the French Government had prohibited further exports on March 23, confirmed recent claims that shippers there had over-sold. Offerings from that source ceased abruptly and it likewise became still more apparent that Italy was well cleaned up. These factors naturally made the demand for spot seed keener as the poor outlook for replenishment made holders reluctant to sell.

Demand for alsike has been active. While the aggregate turn-over has been large, it was made up wholly of small lots. Various buyers were in search of large lots, but no one seemed to be in a position to offer even a car-load. It was stated that some of the largest handlers in Toledo were offering only in 15 or 20 bag lots and freely predicting that the price will go to 40 cents per bushel. According to conservative local distributors, present indications are that this prediction will prove true regardless of what clover does as the evident holds forth little hope of replenishment.

The easiness in timothy is traceable to the slow demand from New York State and vicinity and to the failure of a noteworthy foreign demand to develop, in spite of the remarkable recovery in exchange rates. In some quarters the receipt of small foreign orders was admitted, but this was said to indicate no real demand. In fact, it is stated that Germany has been exporting on a small scale. It was evident that buyers there had received more than they could use, and hence re-sold it. On the other hand, some business was done with Great Britain and the steamer *Volumnia* carried 1,639 bags to London.

Crimson clover has held about steady, partly because of the much smaller arrivals from abroad, roughly 1,300 bags, against about 4,375 the month previous. Further exports of this variety have also been prohibited by France, while Italy is offering in a small way only at about 11 to 11½ cents c. i. f. New York. Moreover, the Italian seed is said to be of poor quality, not being well cleaned, and containing a considerable percentage of brown seed. Conservative authorities maintain that with the price of crimson so low compared with other varieties, the demand will be sufficiently active to absorb more than is on the spot here and readily take care of all future arrivals from Europe.

Rapeseed has been in active demand, but is quoted on the spot at about unchanged prices, viz. 12 to 12½ cents. Canary seed has been in only light demand with supplies somewhat excessive, owing largely to arrivals of about 4,920 bags from Argentina. The spot price is about 7 cents in bond, or 7½ cents duty paid, but holders will accept bids.

In addition to the imports mentioned in the foregoing, the arrivals during the month included 513 bags of fescue seed and 53 bags of white clover from Germany. That country also sent about 200 bags of red clover and 170 bags of alfalfa. Other arrivals were 670 bags of vetches and about 1,100 bags of rye grass. Exports included 200 grass seed to Copenhagen and 30 bags to Rotterdam.

Fred S. Radway of the I. L. Radwaner Seed Company, was back on the job at his Water Street headquarters around the first of April after being absent because of illness for about three weeks. He seemed to be making fine progress in his convalescence. In fact, he looked more like a returned traveler from Florida than like an ex-invalid.

The Cage Seed Company has rented a new building for its business at Austin, Texas.

A new seed house and warehouse is to be built for the Miller & Brickley Grain Company of Uniondale, Ind.

Alterations are to be made to the office of W. A. Simpson & Co., of Baltimore, Md., giving them more floor space.

[Field Seed Notes Continued on next page]



## FIELD SEED NOTES

(Continued from page 840)

### SEED CORN EXEMPT FROM QUARANTINE

Shelled corn and clean broom corn seed, as well as other articles manufactured or processed in such a way as to eliminate the risk of carrying the European Corn Borer, are exempted from the quarantine against that pest, according to orders issued by the Federal Horticultural Board. The quarantine is against the states of Massachusetts, New Hampshire, New York and Pennsylvania, covering such portions of each as are now or may later become actually infested.

A complete line of field and garden seeds is carried by the Helena Seed Company of Helena, Ark., which recently opened for business.


Thos. Smith and E. A. Beesley have incorporated the Idaho Seed & Produce Company at Rexburg, Idaho. The company will handle field and garden seeds and hay.

The Farmers Supply Company has purchased a building at Greenfield, Mo., and will handle seed, feed and other farm supplies. The company is capitalized at \$15,000.

A three-story brick building at Wapakoneta, Ohio, has been purchased by the Ohio Seed Company. The firm will remodel and convert it into a wholesale feed and seed warehouse.

An elevator to handle seed, feed and wool is to be built for the Harry E. Saier Company, Inc., of Lansing, Mich. The capital stock is to be increased from \$50,000 to \$250,000.

F. B. Davis is president; T. C. Stephens, vice-president and E. D. Maxon, secretary and treasurer of the Gulf Coast Seed Company of Mobile, Ala.



**MINNEAPOLIS SEED CO.**  
WHOLESALE FIELD SEEDS

**HARDY NORTHERN GROWN SEEDS**  
OUR SPECIALTY

BUYERS, RECLEANERS, SELLERS  
ASK OUR BIDS BEFORE SELLING  
WRITE OR WIRE FOR SAMPLES AND PRICES

**TIMOTHY, CLOVERS, MILLETS**  
GRASSES, FORAGE SEEDS, SEED GRAINS,  
PEAS, BEANS AND SCREENINGS.

P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.  
SEED ELEVATOR & WAREHOUSE: 34TH TO 35TH STS. & R. R. AVE. SO.  
GRAIN ELEVATOR & WAREHOUSE: 35TH TO 37TH STS. & R. R. AVE. SO.  
**MINNEAPOLIS, MINN.**

The capital stock of the firm is \$10,000. A general wholesale and retail seed business is to be carried on.

Kingman & Everett have purchased the seed store of J. A. Flournoy at Macon, Ga. They will operate as the Georgia Seed Store.

The capital stock of the M. G. Madson Seed Company of Seymour, Wis., has been increased to \$250,000. The business is to be extended. They recently erected additional buildings.

Chas. D. Ross has retired from the Ross Seed Company of Louisville, Ky., and because of this the company has dissolved. Alfred S. Chescheir has purchased his interest and will continue under the same name.

The Farmers Union has been organized at Harrodsburg, Ky., capitalized at \$75,000. The company will handle seed, fertilizers, etc. H. S. Milton is president; E. E. Buster, secretary-treasurer; M. M. Dossett, Chas. Spilman, Wm. Adkinson, J. H. Langford and H. Grimes are directors.

## Grain and Seeds

### FOR SALE

Choice early speckled velvet beans and peas of all kind pure seed. Write for prices. H. M. FRANKLIN, Tennille, Ga.

### SEEDS FOR SALE

Argentine Sunflower Seed. Car lots or ton lots. Write for prices. NEUSTADT & COMPANY, 350 West 30th St., New York, N. Y.

**The Mangelsdorf Seed Co.**

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

**ATCHISON KANSAS**

**SEND SAMPLES OF**

Timothy, Red Clover, Alsike, Red Top,  
Hairy Vetch, Bluegrass, Orchard Grass  
Seed, Rye and Winter Oats

to

**The Belt Seed Company**

Importers and Exporters  
BALTIMORE

We can offer D. E. Rape, Imported Orchard,  
Alfalfa, Crimson Clover and Red Clover.

*We Buy Carlots*

**TIMOTHY  
RED TOP  
RED CLOVER  
SUNFLOWER  
MILLET**

Send us your samples

*WE IMPORT AND EXPORT*

**I. L. RADWANER SEED CO.**  
NEW YORK, U. S. A.

Exporters.
Importers.

**NUNGESSER-DICKINSON SEED  
COMPANY**

NEW YORK, N. Y.

Headquarters for  
Imported Clover and Alfalfa Seeds

## CONTINENTAL SEED COMPANY

230 SO. LA SALLE STREET  
LOCK DRAWER 730  
CHICAGO, U. S. A.

## SEEDS

Grain, Clover and Grass Seeds  
**CHAS. E. PRUNTY**  
7, 9 and 11 South Main St. SAINT LOUIS

## A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN  
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St. ST. LOUIS, MO.  
Track Warehouse: S. W. Cor. Collins and Biddle

**TIMOTHY SUDAN  
ALFALFA  
FEED MILLET**

**RUDY PATRICK  
SEED CO.** KANSAS  
CITY, MO.

## WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants  
Correspondence Invited BUFFALO, N. Y.

# SEED

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO

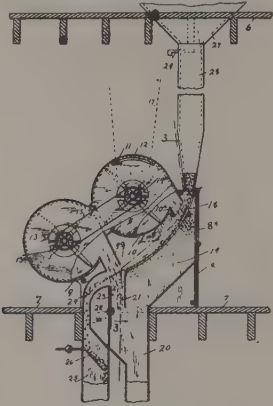


## GRAIN TRADE PATENTS

Bearing Date of March 9, 1920

Grain separator.—Charles P. Nall, Minneapolis, Minn. Filed October 28, 1916. No. 1,333,127. See cut.

Claim: In a separator of the kind described, the combination with a casing having an inclined screen therein, of means for delivering the grain or material to the upper portion of said screen, a fan arranged to deliver a current of air through said screen, said screen having a gap at its lower extremity, a spout located beyond



said gap for receiving the cleaned grain or material, a second fan arranged to deliver a current of air through said gap, and an adjustable cut-off plate at the far side of said gap.

Bearing Date of March 16, 1920

Crusher.—Theodore F. Philippi, East St. Louis, Ill. Filed November 23, 1917. No. 1,333,727.

Means for handling ear corn.—William G. Eckhardt, DeKalb, Ill. Filed April 13, 1918. No. 1,334,235.

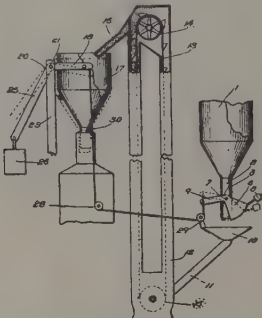
Counter attachment for conveyors or elevator systems.—Henry Harrington, Waukegan, Ill., assignor to McKinney-Harrington Company, North Chicago, Ill. Filed March 4, 1918. No. 1,333,975.

Bearing Date of March 23, 1920

Grain cleaning sieve.—Harry Juhlke, Arvilla, N. D. Filed July 16, 1919. No. 1,334,761.

Grain flow regulator.—John Cadwell, Attica, Kan. Filed January 21, 1919. No. 1,334,929. See cut.

Claim: In a device for regulating the flow of grain, in combination, an elevator, a valved spout for delivering grain to the elevator below the top thereof, a hopper for receiving grain from the discharge end of the elevator, a support, a member pivoted to said support and having horizontally projecting arms to which the hopper



is pivoted, a weight connected to the member, the weight of which is opposed to the weight of the hopper, and a connection between one of the arms and the valve whereby a downward movement of the hopper will impart a closing movement to the valve in proportion to the movement of the hopper.

Bearing Date of March 30, 1920

Self-cleaning pulley.—William J. Black, Chicago, Ill. Filed August 30, 1917. No. 1,335,421.

Weather cover for track scales.—John W. Orrock, Montreal, Que., Canada. Filed April 22, 1919. No. 1,335,599.

Press for hay and the hike.—Alfred James Winship, Cambridge, England. Filed March 25, 1919. No. 1,335,309.

L. E. SLICK was found guilty of filing a fraudulent income tax return thereby cheating the Government out of nearly \$29,000. The Government has collected double the amount of his actual taxes and Mr. Slick now faces a \$5,000 fine and a year in the penitentiary. He was at the head of the Bloomington, Ill., grain firm, L. E. Slick & Co.

Editor American Grain Trade:—Enclosed find check for which please send the "American Elevator and Grain Trade" one year. Our business has been very good. Not much corn being sold, but we are moving lots of oats. We are handling flour and feed and almost everything used on the farm. We are wanting a good hay market, as we can offer some good timothy. GESSIE GRAIN COMPANY, Gessie, Ind.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE

Elevator, coal yards, and stock scales. In central Ohio. Doing a good business. C. E. H., Lock Box 25, East Liberty, Ohio.

### OHIO ELEVATOR FOR SALE

Good town with good schools and churches. Finest farming community. No competition. Electric power. Good reasons for selling. OHIO, Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

### ELEVATOR FOR SALE

Modern 30,000-bushel capacity elevator in Elgin, North Dakota. Very large territory; only two competitors. Good live town with high school, electric lights and waterworks. For particulars, write C. B.

## MACHINERY

### FOR SALE

A three-roll-high Nordyke & Marmon Cornmeal or Feed Roll. GENEVA MILLING & GRAIN CO., Geneva, Ind.

### FOR SALE

One 36-inch Stephens-Adamson Mfg. Co.'s Tripper. Two pulleys. Self propelled. P. O. BOX 989, Buffalo, N. Y.

### WILL SELL AT A BARGAIN

One 25-horsepower Foos Horizontal Gas Engine. Been run less than a year. OREBAUGH MILLING COMPANY, Norwalk, Ohio.

### BOILER AND ENGINE FOR SALE

One 75-horsepower Brownell Boiler. One 55-horsepower Buckeye Engine. Splendid shape. ANNESSER MILL COMPANY, Columbus Grove, Ohio.

### WILL YOU BUILD CONCRETE BINS?

We have for sale cheap 125 second-hand jacks for this purpose. CONCRETE BINS, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

### FOR SALE

A 16-horsepower Charter Gasoline Engine with friction clutch drive pulley and underground fuel tank. Excellent condition. Price, \$275. UHL-SNIDER MILLING CO., Connersville, Ind.

### FOR SALE

One 6x12 eight-roller mill, being two 6x12 mills, connected together; good for short system mill.  
One 7x14 Nordyke Four-Roller Mill.  
One 6x18 Graham Single Roller Mill.  
One 6x20 Todds & Stanley Four-Roller Mill.  
One Nordyke Swing Sifter for 100-barrel mill.  
One California Separator and Smutter for 75-barrel mill.

One Richmond Bran Duster for 75-barrel mill.  
Two No. 3 Smith Centrifugal Reels.  
One Nu-Way Separator.  
One No. 1 Lee Perfection Wheat Peeler, 12 to 20 bushels per hour.

One thousand feet elevator belting, 3-inch cups.  
One hundred feet 9-inch L. H. spiral conveyor.  
Thirty feet 12-inch L. H. spiral conveyor.  
Lot of other mill equipment, pulleys, belting, etc.  
TEUSCHER & SON MACHINERY SUPPLY COMPANY, 527 N. Second St., St. Louis, Mo.

## BAGS

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### GRAIN CLEANED

We clean wheat and shell corn in transit. W. H. KELLY, Edgerton, Kan.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### WE BUY

Raise and sell fur-bearing rabbits and other fur-bearing animals. List what you have with us, stating your lowest prices on large lot shipments. THE FUR & SPECIALTY FARMING COMPANY, 515-517 N. P. Ave., Fargo, N. D.

### FOR SALE

We have some slightly used, very latest model, Special No. 9 Burroughs Adding Machines, for use where wheat is the chief commodity handled, at bargain prices. Also other makes of adding machines and all makes of typewriters. Write us at once. MINNESOTA TYPEWRITER EXCHANGE, Dept. A, 236—4th St. So., Minneapolis, Minn.

### SALESMEN TO GRAIN ELEVATORS

We have a proven product—a combination truck and wagon dump—that is giving entire satisfaction in scores of elevators. Every elevator is a prospect. Exclusive territory in Ohio, Indiana, Illinois, Michigan, Wisconsin and Texas. A real money making proposition for real salesmen. Write, stating experience and territory preferred. X., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

## HELP WANTED

### WANTED BY MILL IN SOUTHEASTERN IDAHO

An experienced elevator man, one accustomed to handling wheat, grading, and taking care of the elevator in a general way. He must be experienced in handling elevator machinery, be capable of making out wheat receipts and able to meet the public. Good wages and permanent position to the right party. SOUTHEASTERN IDAHO, Box 3, care "American Elevator and Grain Trade," Chicago, Ill.

### SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

### COLUMBIA SCALE CO.

2439 N. Crawford Ave. CHICAGO, ILL.

**ROPP'S CALCULATOR**—Invaluable for Grain Dealers. Tables show at a glance the value of wheat, corn, rye, oats, barley, seeds, etc., at all market prices per bushel. Trade discounts, stock tables, capacity tables, short-cut arithmetic. Solves all grain problems with lightning rapidity. Price \$1.50.



## Hay, Straw and Feed

(Continued from Page 838)

The feed and flour business of Cooper Allen of Oakland, Ill., has been sold by him.

A new feed and flour store has been opened at New Castle, Pa., by W. Gainer & Sons.

N. Theis has purchased the feed, flour and coal business at Amherst, Wis., from L. A. Calkis.

Elmer Wise has purchased from Ralph Goldsmith his feed business located at Ladysmith, Wis.

To deal in feed and flour, the Roberts Bros. have been incorporated at Batavia, N. Y., capitalized at \$150,000.

A new feed mill and warehouse is to be erected at Albion, Mich., for the Albion Farmers Elevator Company.

A site near Coalgate, Okla., has been purchased by the Semple Feed Company. They will build in the near future.

D. D. Nein & Son succeed Nein & Fisher, jobbers of feed and flour of Lancaster, Pa. Mr. Fisher retires from business.

Hugo Zeitler will have charge of handling feed, flour, seeds, and other commodities for the Luxem-

bourg Shipping Association of Luxembourg, Wis. Heretofore, the business consisted mainly of livestock buying and selling.

The Paxton Flour & Feed Company has been incorporated at Harrisburg, Pa. The capital stock of the firm is \$400,000.

C. L. Wright and A. T. Hahn have incorporated the City Feed & Supply Company of Alliance, Ohio. Its capital stock is \$75,000.

Earl Richards' feed business at Van Wert, Ohio, has been purchased by Brandt & Hollerbaugh. They have consolidated it with theirs.

A large feed mill of two tons' capacity per hour has been installed at St. Anthony, Mont., for the St. Anthony & Dakota Elevator Company.

Max A. Nowlin, Thos. Vinnedge and John M. Mendenhall are the directors of the M. A. Nowlin Feed Company of Indianapolis, Ind. Its capital stock is \$60,000.

The Newsome Feed Company has been organized at Minneapolis, Minn. L. C. Newsome is president; E. J. Doherty, vice-president and O. C. Jacobsen, secretary and treasurer.

The Diamond Mills of Evansville, Ind., have been purchased by the Independent Hay & Grain Company. Machinery is to be installed for mixing commercial livestock and poultry feeds.



**YOU CAN  
DEPEND  
UPON  
TRIUMPH  
CORN  
SHELLERS**

Ask for a copy of our Bulletin on Triumph Corn Shellers. We'll be glad to send it.

**THE C. O. BARTLETT & SNOW CO.**  
Cleveland, Ohio

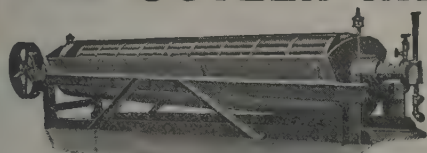
### THE BOOK OF WRINKLES

Needed by Every Grain Elevator Operator Contains 171 ingenious and well described and illustrated Devices for Saving Time, Labor and Money in Elevators and Mills.

PRICE, \$1.25 POSTPAID  
Mitchell Bros. Pub. Co. 431 S. Dearborn St. CHICAGO

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



All Metal Steam Dryer

**SOLD BY ALL  
MILL  
FURNISHERS**

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Experiment**

**IN SUCCESSFUL USE 40 YEARS DRYING**

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**

CATALOG ON REQUEST

### GIBBS' PATENT DUST PROTECTOR



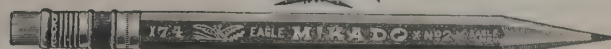
is invaluable to operators in every industry where dust is trouble some, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.25, Canada \$1.50, post paid. Circulars free.

**GIBBS RESPIRATOR CO. "B"**  
284 Lake St. River Forest, Ill.

### EAGLE "MIKADO"



**PENCIL No. 174**



Regular Length, 7 inches

For Sale at your Dealer.

Conceded to be the Finest Pencil made for general use.

**EAGLE PENCIL COMPANY, NEW YORK**

## Save Splicing Costs and Delays

by using the Hunt Tension Adjusting Coupling on your rope drive



You can control all rope stretch in the English system drive by simply twisting this coupling with rope in position on pulleys.

Ask for Catalog L-15-1 describing the coupling and "Stevedore" Transmission Rope.

**C. W. HUNT CO., INC.**

West New Brighton, N. Y., U. S. A.

## Fabricated Steel Products

**TANKS  
STACKS  
HOPPERS  
SKYLIGHTS  
VENTILATORS  
SIDING SHEETS  
ELEVATOR LEGS  
CORRUGATED SHEETS**

Mail us sketches of blue prints for prompt estimates.

**THE SYKES CO.**

930 W. 19TH PLACE CHICAGO, ILL.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples. Write for prices.

**ST. LOUIS PAPER CAN AND TUBE CO., ST. LOUIS, MO.**

## LANSING, MICH.

**WICKENS GRAIN CO., Inc.**  
LANSING, MICH.

Buyers and Shippers

**HAY, GRAIN—ALL KINDS**

Wire for Prices.

Michigan wheat, rye and oats.

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**SHIPPERS**

FANCY OATS  
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Write for Samples and Quotations

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GRAIN  
RECEIVERSCONSIGN YOUR  
GRAIN TO

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PEORIA - - ILL.P. B. & C. C. MILES  
Established 1875 Incorporated 1910  
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Handling Grain on Commission  
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MUELLER GRAIN COMPANY  
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GRAIN  
We Solicit Your Consignments of Grain  
Room 39 Chamber of Commerce, PEORIA, ILL.BUCKLEY & CO.  
COMMISSION MERCHANTS  
GRAIN, HAY AND SEEDS  
PEORIA, ILL.References | First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.Good Prices and Quick Returns  
TRY US  
GEO. L. BOWMAN & CO.  
Grain Commission  
Room 24,  
Chamber of Commerce PEORIA, ILL.E. B. Conover Grain Co.  
Receivers and Shippers  
GRAIN CONSIGNMENTS  
Peoria, Ill.THE BOOK OF WRINKLES  
Is Needed by Every Grain Elevator Operator  
Contains 171 ingenious and well-described and illustrated Devices for Saving Time, Labor and Money in Elevators and Mills.  
PRICE, \$1.25 POSTPAID  
Mitchell Bros. Pub. Co. 431 S. Dearborn St.  
CHICAGOL. E. SLICK  
Receiver and Shipper  
CASH GRAIN  
PEORIA, ILL. BLOOMINGTON, ILL.Turner-Hudnut Company  
GRAIN COMMISSION  
42-47 Chamber of Commerce, Peoria, Ill.

## UNIVERSAL GRAIN CODE

FOR USE OF  
GRAIN and MILLING TRADES  
Its 146 pages Contain 13,745 Expressions, Printed on Policy-Bond Paper, and Bound in Black Flexible Leather—Size 7x4½ inches. . . . Price \$3.00  
MITCHELL BROS. PUBLISHING CO., 431 S. Dearborn Street, CHICAGO, ILL.CHAMBER  
OF  
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MILWAUKEE

GRAIN  
RECEIVERSFor "UN-X-L-D" Service on CONSIGNMENTS  
of GRAIN and SEEDS  
SHIP THAT NEXT CAR TO  
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**CEDAR RAPIDS - IOWA**

Consign to or Ask for Bids

**The Brouse-Skidmore Grain Co.**

Receivers and Shippers

**GRAIN-HAY-FEED**

CINCINNATI, OHIO

Milling Wheat and Corn Our Specialty Mail Us Samples

**DENVER, COL.**

**The Denver Elevator**

Wholesale Grain and Grain Products

Colorado and Kansas Flours

**DENVER, COLORADO**

**KING-WILDER GRAIN CO.**

BUYERS and SHIPPERS

Write, wire, phone

Cedar Rapids Nat'l. Bank Building, CEDAR RAPIDS, IA.

**BRATTLEBORO, VT.**

**E. CROSBY & COMPANY**

WHOLESALE

**FLOUR and FEED**

MILL AND ELEVATOR AT

Brattleboro, Vermont

Storage capacity, 500 cars sacked goods,  
125,000 bu. bulk grains.

**TERRE HAUTE, IND.**

**Paul Kuhn & Co.**

Receivers and Shippers

**GRAIN**

Terre Haute

Indiana

**CAIRO, ILL.**

**Samuel Hastings Co.**

**Cairo, Ill.**

Established 1885

**Uncle Sam Oats**  
**Kiln Dried Corn**

Write, Wire or Phone  
for Prices

**SPRINGFIELD, ILL.**

**John H. Lloyd & Co.**  
Grain Merchants

Members—  
Chicago Board of Trade  
Grain Dealers Nat'l Assn.  
Illinois Grain Dealers' Assn.

Springfield,  
Illinois



## LEADING GRAIN RECEIVERS IN ALL MARKETS

## ATCHISON, KAN.

Mangelsdorf Seed Co., Seeds.\*

## ATLANTA, GA.

Gregg, Jos., &amp; Son, grain &amp; hay brokers.\*†

## BALTIMORE, MD.

Baltimore Pearl Hominy Co., corn buyers.\*  
 Belt Seed Co., seeds.  
 England & Co., Chas., grain, hay receivers.\*†  
 Fahey & Co., John T., receivers, exporters.\*  
 Hax & Co., G. A., grain and hay receivers.\*†  
 Macneal & Co., Walter F., grain, hay.\*†  
 Steen & Bro., E., grain, hay.\*†

## BLOOMINGTON, ILL.

Bloomington Mills, R. C. Baldwin, Mgr., shippers.  
 Slick, L. E., receivers and shippers.\*  
 Worth-Gyles Grain Co., buyers, shippers cash and future grain.\*

## BRATTLEBORO, VT.

Crosby &amp; Co., E., grain, flour, feed.\*

## BUFFALO, N. Y.

Churchill Grain & Seed Co., grain and seeds.\*  
 Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.\*†  
 Electric Grain Elevator Co., consignments.\*†  
 McConnell Grain Corporation, grain.\*†  
 Pratt & Co., corn, oats, wheat.\*  
 Ratcliffe, S. M., grain and hay.\*†  
 Townsend-Ward Co., receivers and shippers.\*  
 Urmston Grain Co., grain commission.\*†  
 Whitney-Eckstein Seed Co., wholesale seed merchants.

## CAIRO, ILL.

Hastings Co., Samuel, grain, hay.\*†

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.\*  
 King-Wilder Grain Co., buyers and shippers.\*

## CHICAGO, ILL.

Armour Grain Co., grain buyers.\*  
 Bache & Co., J. S., grain, seeds, consignments.  
 Bailey & Co., E. W., commission merchants.\*  
 Bartlett Frazier Co., receivers and shippers.\*  
 Bridge & Leonard, grain, hay.\*†  
 Continental Seed Co., seeds.  
 Dickinson Co., Albert, seeds.  
 Dole & Co., J. H., commission merchants.\*  
 Freeman & Co., Henry H., hay, straw, grain.\*†  
 Gerstenberg & Co., grain and seeds.\*  
 Hitch & Carder, grain commission.\*  
 Hoyt & Co., Lowell, com. grain, seeds.  
 Hulburd, Warren & Chandler, com. merchants.\*  
 Illinois Seed Co., seed merchants.  
 Lamson Bros. & Co., commission merchants.\*  
 Lowitz & Co., E., grain commission.\*  
 McCarthy Bros. Co., grain commission.  
 McKenna & Dickey, com. merchants.\*  
 Miller & Co., Albert, hay and produce.\*†  
 Mincer, S., consignments, futures.\*  
 Norris Grain Co., grain merchants.\*  
 Northern Grain & Warehouse Co., grain.  
 Paynter, H. M., grain commission.  
 Pope & Eckhardt Co., grain and seeds.\*  
 Quaker Oats Co., wheat, corn, oats, barley, rye.  
 Randall & Co., T. D., hay and straw.  
 Rosenbaum Brothers, receivers, shippers.\*†  
 Rosenbaum Grain Co., J., shippers.\*  
 Rumsey & Co., grain commission.\*  
 Sawers Grain Co., grain commission.\*  
 Schiffin & Co., Philip H., com. merchants.\*  
 Shaffer, J. C., & Co., grain merchants.\*  
 Simons, Day & Co., grain, stocks, bonds.\*  
 Urdike Grain Co., consignments.  
 Wagner & Co., E. W., receivers, shippers.\*  
 Ware & Leland, grain and seeds.\*  
 Wegener Bros., grain commission.\*

## CINCINNATI, OHIO.

Bender, A., grain, bag, mill feed.\*†  
 Brouse-Skidmore Grain Co., rec. & shipper.\*†

## CLEVELAND, OHIO

Cleveland Grain Co., receivers and shippers.\*†  
 Shepard, Clark Co., grain merchants.\*†

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*†

## DECATUR, ILL.

Baldwin &amp; Co., H. I., grain brokers.\*

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.\*†  
 Denver Elevator, The, grain.\*

## DES MOINES, IOWA.

Bartz & Co., W. H., grain merchants.\*  
 Des Moines Elevator & Grain Co., grain merchants.\*  
 Mid-West Consumer's Grain Co., grain merchants.\*  
 Taylor & Patton Co., grain merchants.\*

## DETROIT, MICH.

Carson & Co., H. C., wheat, corn, oats, rye, beans.\*  
 Dumont, Roberts & Co., receivers, shippers.\*

## DULUTH, MINN.

White Grain Co., grain and hay.\*†

## EVANSVILLE, IND.

Small &amp; Co., Inc., W. H., field seeds, grain.\*

## HUTCHINSON, KAN.

Hutchinson Grain Co., grain, hay and feed.\*

## INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*  
 Evans Grain Co., Wm. R., grain merchants.\*  
 Gale Grain Co., P. M., brokerage.\*  
 Hayward-Rich Grain Co., commission and brokerage.\*  
 Kendrick & Sloan Co., receivers and shippers.\*†  
 Kinney, H. E., Grain Co., grain, hay, feed.\*†  
 McCord-Black Co., grain commission.\*  
 Merchants Hay & Grain Co., grain and hay.\*†  
 Midwest Elevator Co., receivers and shippers.\*  
 Sawers Grain Co., grain commission.\*  
 Urmston Grain Co., grain commission.\*†  
 Witt, Frank A., grain commission and brokerage.\*

## KANSAS CITY, MO.

Addison Grain Co., grain commission merchants.\*  
 Davis Grain Co., A. C. grain commission.  
 Larabee Flour Mills Corp., millers of "Larabee Best."  
 Moore-Lawless Grain Co., grain receivers.\*  
 Moore-Seaver Grain Co., corn and oats.\*  
 Peppard Seed Co., J. G., alfalfa seed, millet.  
 Rudy-Patrick Seed Co., seeds.  
 Thresher Fuller Grain Co., commission.\*  
 Watkins Grain Co., consignments.\*  
 Western Grain Co., shippers grain and feed.\*

## LANCASTER, PA.

Eby &amp; Sons, Jonas F., receivers and shippers.\*†

## LANSING, MICH.

Wickens Grain Co., Inc., buyers and shippers.\*

## LIMA, OHIO.

Hurley Buchholtz Co., wholesale grain, hay, straw.\*†

## LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.\*†  
 Farmer & Sons, Oscar, grain, hay, feed.\*†

## MEMPHIS, TENN.

Browne, Walter M., grain, hay, mill feed.\*  
 U. S. Feed Co., receivers and shippers.\*†

## MIDDLEPOINT, OHIO

Pollock Grain Co., wholesale grain, hay.\*

## MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
 Courteen Seed Co., seeds.  
 Donahue-Stratton Co., buyers and shippers.\*  
 Flanley Grain Co., grain.  
 Franke Grain Co., receivers and shippers.\*  
 Kamm Co., P. C., grain merchants.\*  
 Kellogg Seed Co., seeds.  
 Mohr-Holstein Commission Co., grain com.\*  
 Taylor & Bournique Co., corn, oats, barley.\*

## MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.\*  
 Godfrey-Blanchard Co., grain commission.\*  
 McCaull-Dinsmore Co., com. merchants.\*  
 Quinn, Shepherdson Co., grain merchants.\*  
 Scroggins Grain Co., The, wheat shippers.\*

## MOBILE, ALA.

Hopper &amp; Co., H. M., grain, millfeeds, hay brokers.\*

## MONTGOMERY, ALA.

Smith Brokerage Co., grain, mixed feeds, flour, hay, mill feeds.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

## NEW YORK, N. Y.

Brainard Commission Co., oats, barley.\*  
 Forbell & Co., L. W., com. merchants.\*  
 Nungesser-Dickinson Seed Co., seeds.  
 Power & Co., W. D., hay, straw, produce.\*†  
 Radwaner Seed Co., I. L., seeds.

## PEORIA, ILL.

Buckley & Co., grain, hay, seeds.\*  
 Bowman & Co., Geo. L., grain commission.  
 Cole Grain Co., Geo. W., grain receivers.\*  
 Conover Grain Co., E. B., receivers, shippers.  
 Dewey & Sons, W. W., grain commission.\*  
 Luke Grain Co., grain commission.\*  
 Miles, P. B. & C. C., grain commission.\*†  
 Mueller Grain Co., receivers and shippers.\*  
 Rumsey, Moore & Co., grain commission.\*  
 Slick, L. E., receivers and shippers, cash grain.  
 Warren Commission Co., consignments.\*

## PHILADELPHIA, PA.

Delp Grain Co., E. E., grain commission.\*  
 Lemont & Son, E. K., wheat, corn, oats, feed.\*†  
 Miller & Sons, L. F., receivers and shippers.\*†  
 Richardson Bros., grain, flour, mill feeds.\*  
 Rogers & Co., E. L., receivers and shippers.\*†  
 Young & Co., S. H., grain, flour and feeds.

## PITTSBURGH, PA.

Foster Co., C. A., wholesale grain, hay.\*†  
 Harper Grain Co., grain commission.  
 Heck & Co., W. F., grain, hay, mill feeds.\*†  
 Herb Bros. & Martin, grain and hay.\*†  
 McCague, R. S., grain and hay.\*†  
 Rogers & Co., Geo. E., receivers & shippers.\*†

## RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†  
 Southern Brokerage Co., hay, grain, feed.\*

## SIOUX CITY, IOWA

Acme Hay and Mill-Feed Co., mill feeds, tankage.\*†

## ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*†  
 Goffe & Carkener Co., grain, hay, seeds.\*†  
 Graham & Martin Grain Co., rec. exclusively.\*†  
 Langenberg Bros. Grain Co., grain com.\*†  
 Marshall Hall Grain Co., receivers, shippers and exporters.\*  
 Mullally Hay & Grain Co.\*†  
 Nanson Commission Co., receivers, shippers.\*†  
 Picker & Beardsley Com. Co., grain, hay.\*†  
 Powell & O'Rourke Grain Co., receivers, shippers, exporters.\*  
 Prunty, Chas. E., grain and seeds.\*  
 Schisler Seed Co., A. W., field and garden seeds.  
 Schultz & Niemeier Com. Co., receivers and shippers.\*  
 Seele Bros. Grain Co., commission.\*  
 Toberman, Mackey & Co., grain, hay, seeds.\*†  
 Turner Grain Co., grain commission.\*

## SIDNEY, OHIO.

Custenborder & Co., E. T., buyers and shippers of grain in car lots.\*  
 Wells Co., J. E., wholesale grain, seed.\*

## SPRINGFIELD, ILL.

Lloyd &amp; Co., John H., grain merchants.\*

## TERRE HAUTE, IND.

Kuhn &amp; Co., Paul, receivers and shippers.

## TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.

## TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.\*  
 King & Co., C. A., grain and seeds.\*†  
 Raddatz & Co., H. D., grain, seeds.\*  
 Rice Grain Co., receivers and shippers.\*  
 Southworth & Co., grain and seeds.\*†  
 Wickenhiser & Co., John, grain dealers.\*  
 Zahm & Co., J. F., grain and seeds.\*†

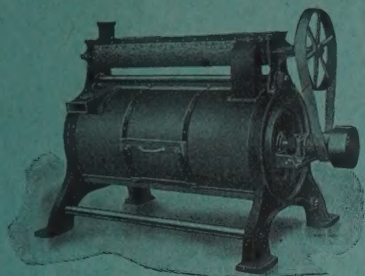
## TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
 Golden Belt Grain & Elevator Co., grain.\*

## WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†

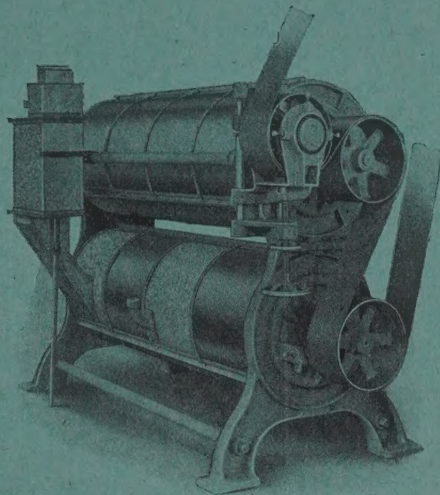




Stinking Smut considerably increases the size of the wheat berry, converting the interior into a blackish, offensive smelling mass of spores, which, when they find their way into the flour, make it unfit for food. When the wheat is threshed, many of these smut-affected berries are broken and the smut spores contaminate the whole crop of wheat. These smut spores enter the crease, germ and beard of the wheat berry and by their sticky, soapy tendency, are not removed by air blasts and scourers; brush machines cannot remove these spores from the crease, beard and germ. Water, with a pungent motion, alone can remove them.

## GET READY FOR NEXT CROP

Harvest is but a few months off. The new crop must be handled. Are you prepared to handle the dirty, smutty wheat which is brought to you?

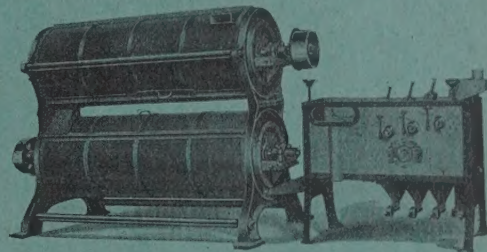


### BIG PROFITS

are made from buying smutty wheat—washing, drying and shipping to mills or big terminal elevators. Our Wheat Washers are built for any capacity. They operate with the least power, need little attention, and are dependable. Built with single and double cylinders, and where gravel, etc., are found in the wheat a Stoning Attachment is furnished.

The cost of operating a Wolf-Dawson Wheat Washer and Drier does not exceed one-half cent per bushel—and this cost includes water, waste, labor and power. This machine does not crack, crush or harm the wheat berry but leaves it in a bright, clean color, removing every contamination from the germ, crease, and beard.

Write for Bulletin 94-M and learn the construction and operation of these wonderful cleaners.



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*"Builders of Complete Flour,  
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## Stern, Costly Facts

Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for  
Catalog  
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Belt Driven  
If Preferred



The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

## SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320

Chicago Office: No. 9 South Clinton Street

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OF CHICAGO

Capital - - - - - \$ 5,000,000.00  
Surplus and Profits - 10,000,000.00

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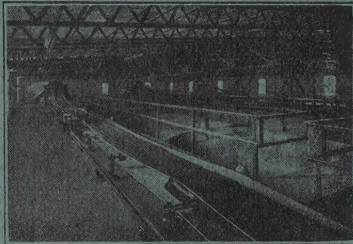
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Accounts of grain elevator operators and commission men throughout the country respectfully solicited



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ELEVATING, CONVEYING  
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## The Result of Our Experience

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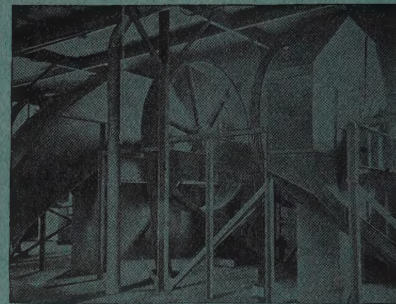
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Belt Conveyors  
Screw Conveyors  
Bucket Elevators  
Marine Legs  
Power Shovels

# WEBSTER

Grain Elevator Machinery

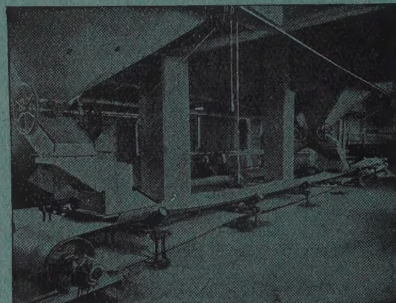
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DEPENDABLE MACHINERY AND  
COMPETENT ENGINEERING SERVICE

Webster Machinery stands up because it is designed right and built accurately and on quality lines.

THE WEBSTER MANUFACTURING COMPANY  
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Offices in Chicago, New York and Boston



Car Pullers  
Pulleys and Gears  
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Lineshafts  
and Bearings

(204X)

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## RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber Mfg Co

301 W. Randolph St. CHICAGO

"UNCLE SAM" has now allowed us to purchase steel and resume the manufacture of the

## CLIMAX SCOOP TRUCK

which will be glad news for many waiting customers. The Scoop-Truck enables one man to remove more coal or grain from a box car than three men can move in the ordinary way. Ask any of the 5,000 users who have tried it.

Price

Standard - - - \$15.00  
Extra Heavy - - - 17.00

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DETROIT  
SCOOP-TRUCK  
COMPANY

2227 W. Jefferson Ave DETROIT, MICH.



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